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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. COMPANY  
(INCORPORATED).

VOL. XXIII.

CHICAGO, ILLINOIS, AUGUST 15, 1904.

No. 2.

ONE DOLLAR PER ANNUM,  
SINGLE COPY, TEN CENTS.

## THE WILLIAMS Automatic Bagging and Weighing Machine



Is a perfect device for rapidly filling and weighing sacks of all kinds of grain, flour, salt, lime, cement etc. Its essential features are

### Accuracy and Rapidity

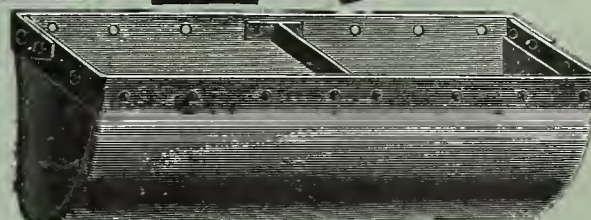
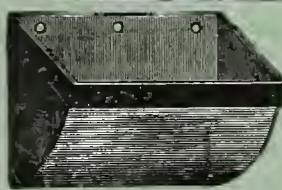
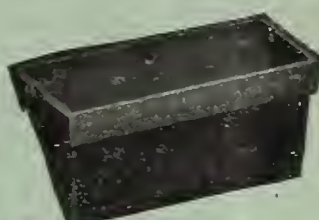
The scales are in pairs, there being two scales in one frame, operated by one man, who removes the full bag while the empty bag is automatically filled and weighed. After the weighing has taken place the sack MUST balance a standard weight. By the arrangement of two scales in one frame the flow of grain is not stopped but is continuous and no time is lost opening and closing chutes. The scales can be operated as rapidly as the filled bags can be replaced by empty ones. We want you to investigate this machine. It is the most perfect one of its kind ever offered to the grain trade. For particulars, prices, etc., address

WILLIAMS BROS. & SNIDER,  
MINDEN LOUISIANA

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We  
make  
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**ALL**



BURRELL MFG. CO., Bradley, Ill.



## The Muir Improved Friction Clutch

—FOR—

Pulleys, Sheaves, Etc.

Positively the **BEST**. WE KNOW IT and guarantee it. Will you be satisfied with anything poorer, when the best is so cheap? We make it in all sizes and for any speed.

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## COLD ROLLED STEEL CONVEYOR

INTERCHANGEABLE WITH OTHER KINDS

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L. H. MANSON

The Post or Journal containing our Daily Market Letter, in which appears Chicago Board of Trade continuous quotations from the opening to the close of business,

will be sent free upon application

Tel. Harrison 1925-2189



# Corn Shellers?

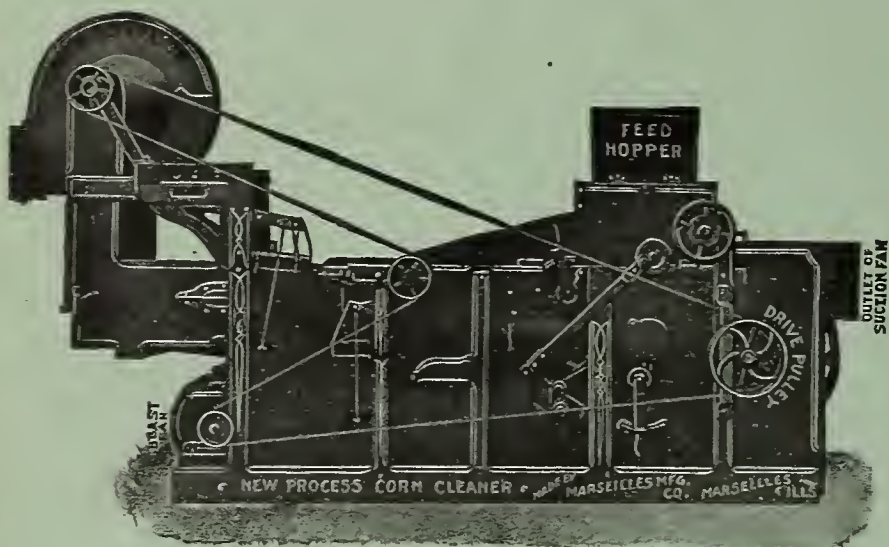
# Do We Make 'Em?

*Well, just ask us for a copy  
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IT tells all about the best and most complete line of Corn Shelling Machinery manufactured. We make Shellers and Cleaners as separate machines. Also a complete line of

## Combined Shellers and Cleaners

for shelling both husked and unhusked corn.



NEW PROCESS CORN CLEANER, WITH SHUCK SEPARATING FAN.



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NEW PROCESS CORN SHELLER ONLY.

The New Process Combined Shuck Sheller and Cleaner is the only machine that can be fitted for either husked corn of Northern States or the unhusked corn of Southern States.

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BRANCHES

Peoria, Ill.

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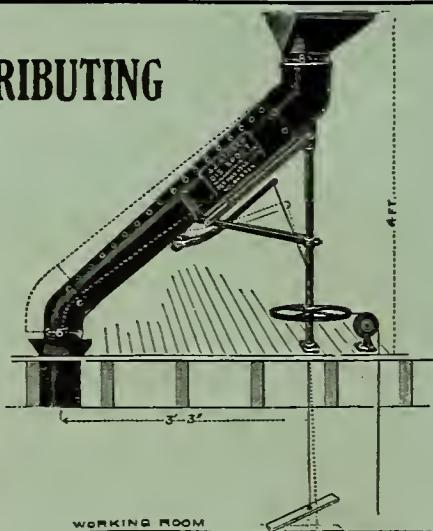
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Is the remedy for mixing grain. Try one and be convinced that it is the best spout you can have in your elevator.

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A SPECIALTY

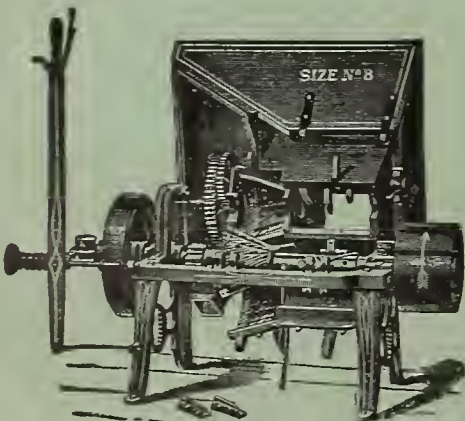
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(Sold with or without sacking elevator)



Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

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MANUFACTURED BY

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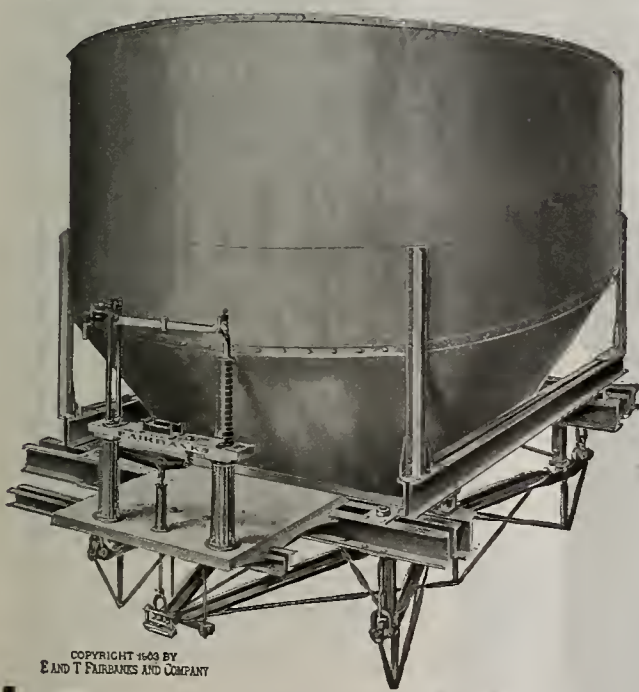
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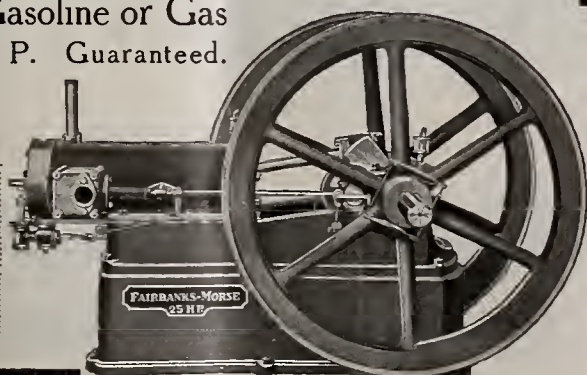
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We guarantee the accuracy to be within one ounce in 100 lbs. Over 2,000 sold.



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Per  
Minute**

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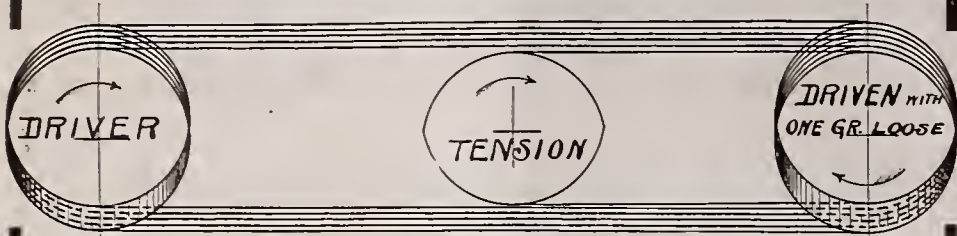
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GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS,  
PEAS, POP CORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC.  
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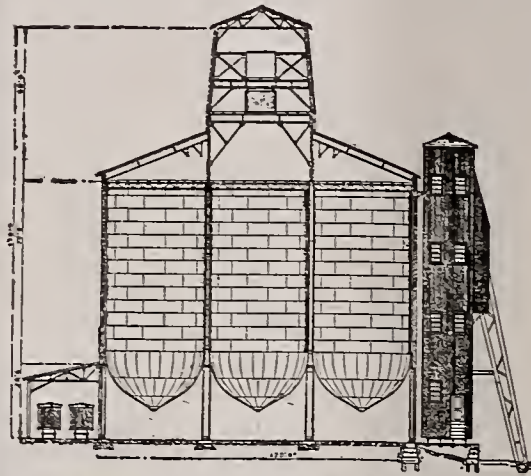
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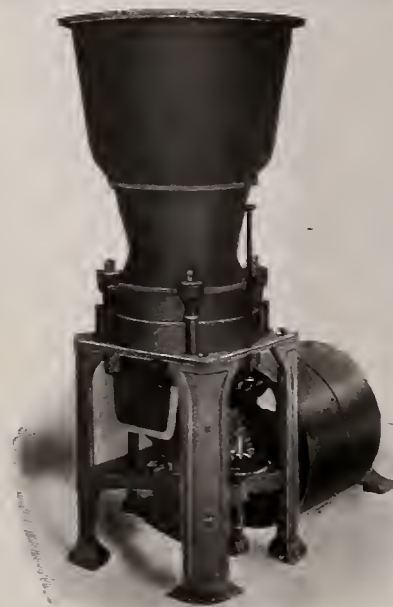
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GRINDERS

FOR  
COB FEED  
CHOP FEED  
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## SULLIVAN CORN CRUSHERS

for  
cracking, crushing  
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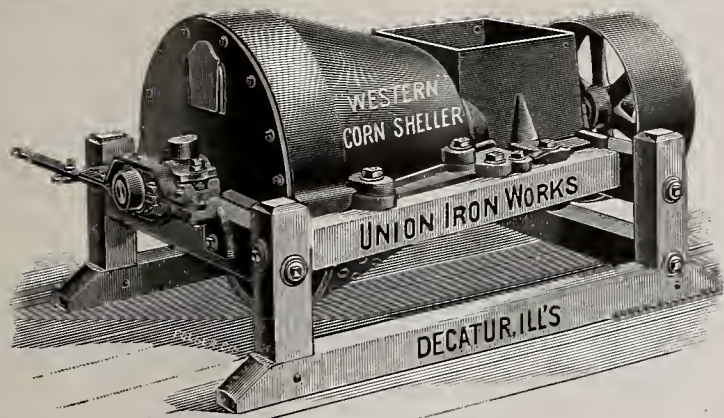
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ADENA, O. "Would not exchange it for a dozen of any other make we know of."  
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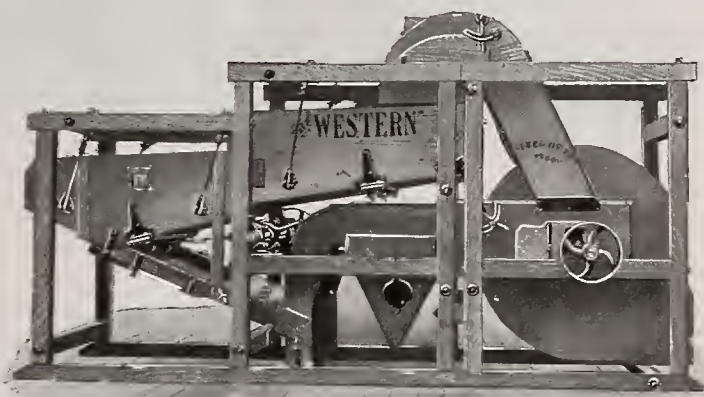
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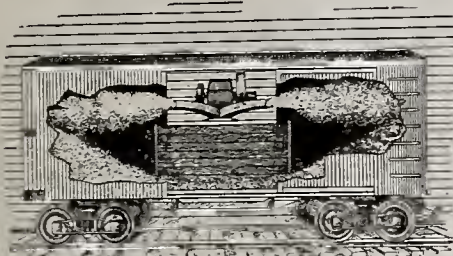
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Are coming to be considered the only driers which do their work properly. The construction of same is on such scientific principles that these results are a natural consequence of their operation.

No drier that does not get an even and rapid distribution of air directly through the grain can accomplish perfect work.

Do not invest your money in a high-priced drier until you investigate the F. R. Morris System.

The Conditioners and Coolers which can be set up in any elevator without any additional fire risk to same are considered to be the best devices of their kind for putting grain into condition when it contains a slight percentage of excess moisture and does not really need to be treated with hot air.

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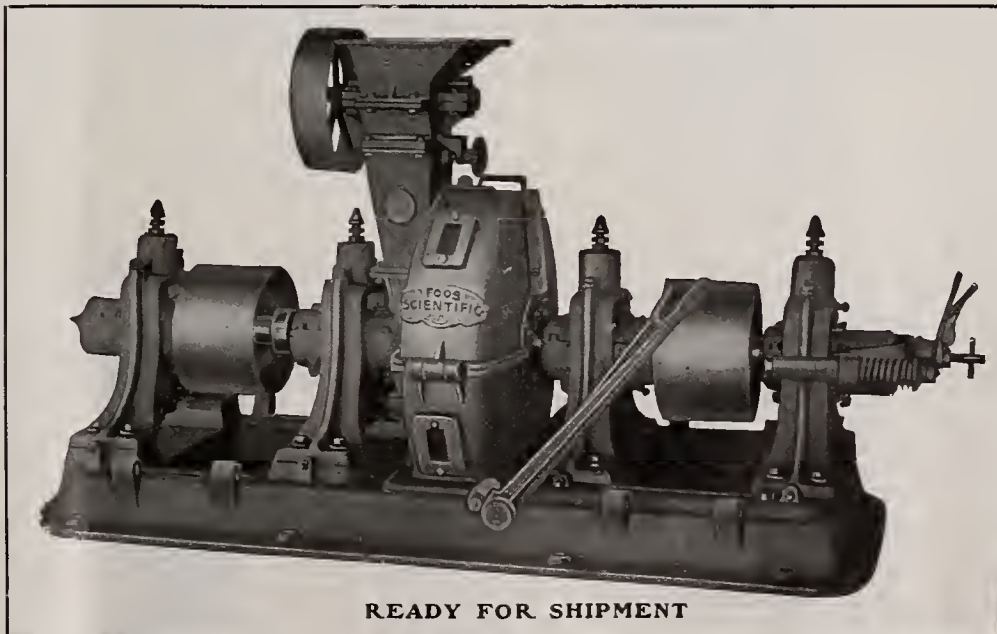
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Is acknowledged by all the large cereal mills to be the standard

It will grind Screenings, Bran, Corn and all Grain fit for every market.

Costs little to run and easily maintained.

Made in four sizes, 10 to 50 horse power.



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Will earn its cost every three months.

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These clutches are compact, light, strong, durable, positive; they occupy less space on shaft than other designs, and if desired, can be adjusted to slip when a given load is exceeded. Can be adjusted readily.

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Elevator and Flour Mill Machinery

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A Full Line of ELEVATOR Machinery in STOCK  
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It is a Mutual Company which insures more mills and grain elevators than any other company in the United States.

It has been in business 27 years and its average annual cost for insurance to mutual policyholders has been about one-half of the board rates of stock companies.

It had admitted assets, January 1, 1903, of \$3,380,676.56, and a net cash surplus over all liabilities of \$466,594.95. Losses paid, \$3,939,221.28.

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Before placing your insurance, write to the Company at No. 205 La Salle Street, Chicago, for a copy of the circular and statement, which fully explains the Company's method of insuring your class of property on the mutual plan. If your risk is up to the required standard you cannot afford to insure in any other company.

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Insures Mills, Elevators, Warehouses  
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Oldest Flour Mill Mutual in America

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## A GRAIN SPOUT

That will  
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without  
shoveling.  
It is worth  
its weight in  
gold.  
It will save  
you in labor  
all it cost in  
less than a  
month.

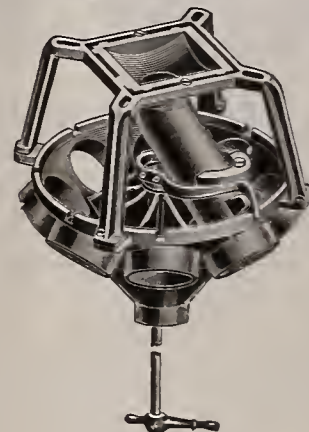
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6-inch, 8 ducts.  
**NON-MIXING.**

It is unrivalled—unapproached  
among grain distributors. This is  
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It **EXCELS** in every operating feature.  
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**MIX GRAIN IN DISTRIBUTION.**  
The best is the **CHEAPEST** in the end.  
Were it not so, it were **NOT** the **BEST.**

**SENT ON TRIAL**  
**BOOKLET FREE**

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A "WANT AD" in the "AMERICAN  
ELEVATOR AND GRAIN TRADE" will  
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**EUREKA** For Drying Damp and Un-  
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Efficiently and Economically

## THE "EUREKA" HAS NO EQUAL.

Dries evenly, rapidly, automatically  
and without waste.

Capacities 10 Bushels to 5,000 Bushels  
Per Hour.

Prompt Delivery.

The S. Howes  
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"EUREKA" WORKS,  
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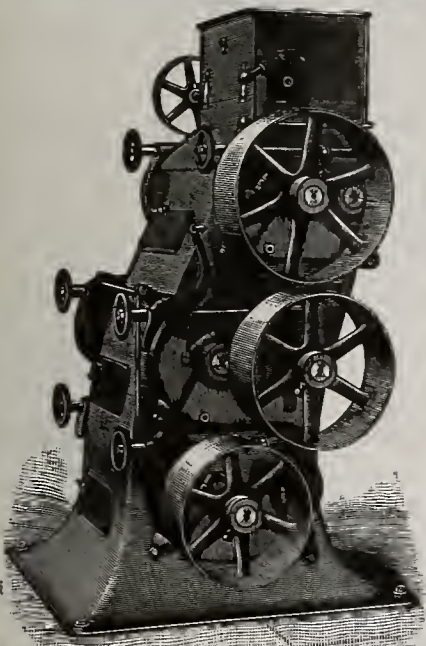
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Meet every re-  
quirement of up-  
to-date elevator  
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In use every-  
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Illustrated Catalogue Free

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3-PAIR-HIGH, SIX-ROLLER MILL.

## CUSTOM WORK!

UTILIZE YOUR POWER  
BY OPERATING A GOOD MILL FOR GRINDING

**...FEED AND MEAL...**  
— IT PAYS —

WE MANUFACTURE

THREE-ROLL, TWO-BREAK MILLS, 2 Sizes.

THREE-PAIR HIGH, SIX-ROLLER MILLS, 4 Sizes.

TWO-PAIR HIGH, FOUR-ROLLER MILLS, 5 Sizes,

...And...

PORTABLE FRENCH BUHR MILLS,  
85 Sizes and Styles.

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VERTICAL  
UNDER RUNNERS,  
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PULLEY AND GEAR DRIVES.

## ELEVATOR SUPPLIES AND POWER CONNECTIONS.

ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

## DUST COLLECTORS (Tubular, Automatic).

### CUPS.

We manufacture Elevator Cups for all purposes, and make a greater number of sizes than found in any standard list. Our Cups have greater capacity than others of same rated size; for instance, our 3½x3 inch, list price 9c., has as much capacity as others 3½x3½ inch, list price 10c. Our prices are right.

CORRESPONDENCE SOLICITED.

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INDIANAPOLIS, INDIANA, U. S. A.

FLOURING MILL ENGINEERS, IRON FOUNDERS AND MACHINISTS. ESTABLISHED 1851.



## Feed Grinding Profits

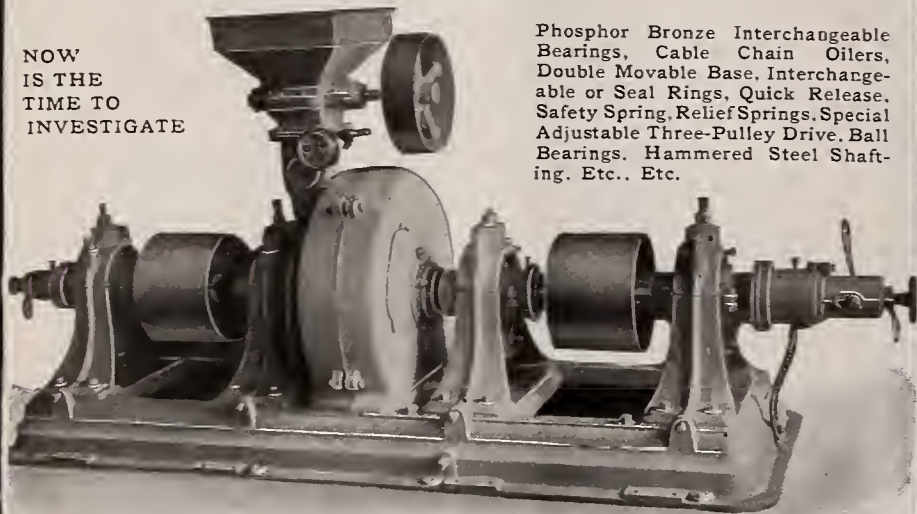
**A**RE large or small, according to the machine you use. If your grinder is the kind that needs constant repairs, consumes a large amount of power and still does not do the work satisfactorily it is probable that you will not be able to see any profits at all.

USERS OF

### Monarch Attrition Mills

Say the feed grinding department is the biggest money-maker about the plant. This is because the Monarch grinds all kinds of small grain and corn and cob just the way the trade desires. It uses relatively little power and keeps going day after day, with few, if any, delays for repairs.

NOW  
IS THE  
TIME TO  
INVESTIGATE



Phosphor Bronze Interchangeable Bearings, Cable Chain Oilers, Double Movable Base, Interchangeable or Seal Rings, Quick Release, Safety Spring, Relief Springs, Special Adjustable Three-Pulley Drive, Ball Bearings, Hammered Steel Shafting, Etc., Etc.

Send for Catalogue No. 10

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BOX 320, MUNCY, PA.

Burr Mills, Crushers, Shellers and a full line of Milling Machinery

## BE NOT AFRAID

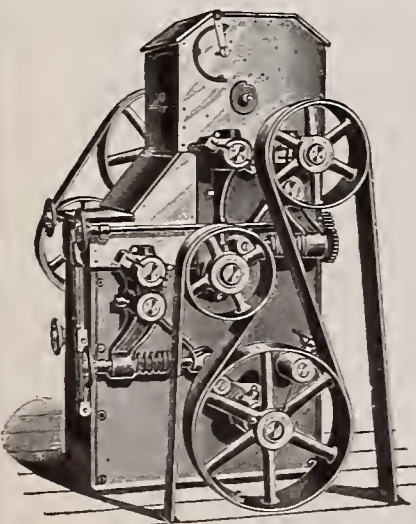
The illustrious Abraham Lincoln said: "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people *all of the time*." This applies especially to the scale business. Certain manufacturers of scales, working upon the fears and prejudice of the public, and charging exorbitant prices for their goods, have been fooling the people a good many years into the belief that theirs are the only scales made that are reliable and durable. Have you been fooled? If so, don't let it occur again. When in need of a scale remember "**The Standard**," the highest product of the scale maker's art. Every scale furnished by us has our unqualified guarantee as to accuracy and durability, the material, workmanship and finish being strictly first class. So, when the other fellow tries to make a monkey of you, **be not afraid**.

OUR GUARANTEE IS GOOD

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Quality Higher than Price    ✕   ✕   ✕   Not in Any Trust or Combine



## THE HEART of THE MILL

is in the rolls. If they don't do their work nothing else can. We absolutely guarantee the best work that can be done in the line of grinding and corrugation. We don't keep your rolls all summer, either. We'd like to tell you some of the reasons why

### The Northway Feed Mill

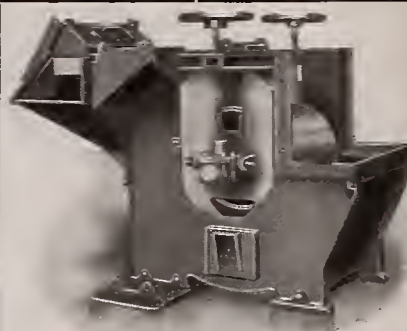
stands peerless in its class. For true economy in every direction and the limit of satisfaction it stands alone. We'd like very much to have you write and ask us about it. Ask us anything in the mill line.

AGENTS

Invincible Grain Cleaning Machinery

### STRONG & NORTHWAY MFG. CO.

MINNEAPOLIS, MINN.



16-inch pulley—16-inch face.

**NON-CHOKING.**

SEND FOR  
Catalogue "D"

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It is hardly possible, with an ordinary boot, to run the cups completely full without danger of choking, even with a man in attendance, with his hand on feed gate lever. At best, it requires attention, which is money.

Large Terminal Elevators desire to load cars or ships with despatch as a matter of economy. Country Elevators need the operator's time at the scales or dump, when patronage is lively.

Both Classes of Elevators will save money, and do their elevating in *one-half the time*, with less power, without attention, care, or danger of a choke, by using the

### HALL NON-CHOKABLE RECEIVER

(boot)

Automatic—no moving parts.

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First Nat. Bank Bldg.  
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## "THE IDEAL ELEVATOR BELT."



For Elevating, Conveying and  
Power-Transmitting

## LEVIATHAN BELTING

Gives the best results. Holds buckets firmly and securely, and resists heaviest strains. Will do 50% more work than the best rubber belt, and will outlast three of the same. Its record for nineteen years handling grain, stone, sand, ore, coal and clay substantiates our claim. Belts warranted uniform throughout. Made of any width up to 100 inches, and any length up to one mile.

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55-57 Market St., Chicago.  
120 Pearl St., Boston.

SEND FOR PRICE LISTS AND SAMPLE.

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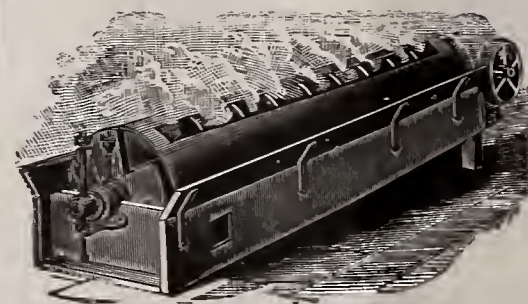
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### GRAIN ELEVATOR MACHINERY AND MILL SUPPLIES

Power Transmission, Gas Engines, Steam Engines  
and Boilers.

ESTIMATES FURNISHED.

## WHY NOT USE THE ORIGINAL CUTLER STEAM DRYER,



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Wheat Heater or Temperer  
or Dryer for Washed  
Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry  
Malster's, Brewer's and Distiller's Wet Grain.

Not an Experiment. In successful use 25 years drying

CORN MEAL AND HOMINY,

BREWERS' GRITS AND MEAL,

BUCKWHEAT, RICE AND

ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double  
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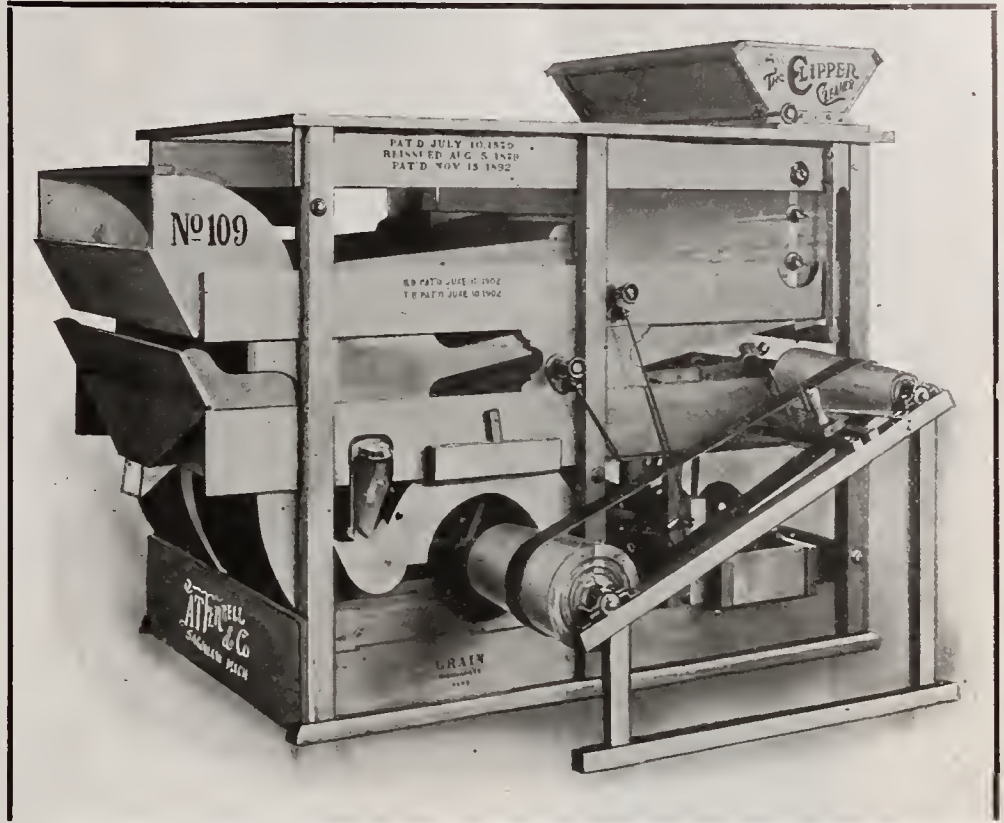
## The "Clipper" Cleaners With Traveling Brushes

OUR Traveling Brush device is the simplest, strongest and best made. Strong fibre brushes are made to travel back and forth across the under sides of the screens, thoroughly brushing them and freeing the perforations from any grain or seed with which they may become clogged, making it impossible for the meshes to fill up.

Any man who has used a cleaner or separator knows that the meshes or perforations in the lower screen soon become clogged so that it is necessary to scrape or pound the screen in order to clear the perforations. Our Traveling Brushes keep the screens clear **all the time**, and make the capacity and work of the machine uniform.

With a machine not equipped with Traveling Brushes it is often necessary to keep one man in constant attendance when cleaning a dirty run of stock to keep the screens clear and insure satisfactory work.

The advantages of using one of our Cleaners with Traveling Brushes are apparent: The quality of the work is improved; the capacity of the machine is increased and made uniform; the cost of operation is reduced and one has the satisfaction of knowing that he has the best Cleaner that money can buy. One of our Traveling Brush Cleaners will **more than pay for itself in a single season**.

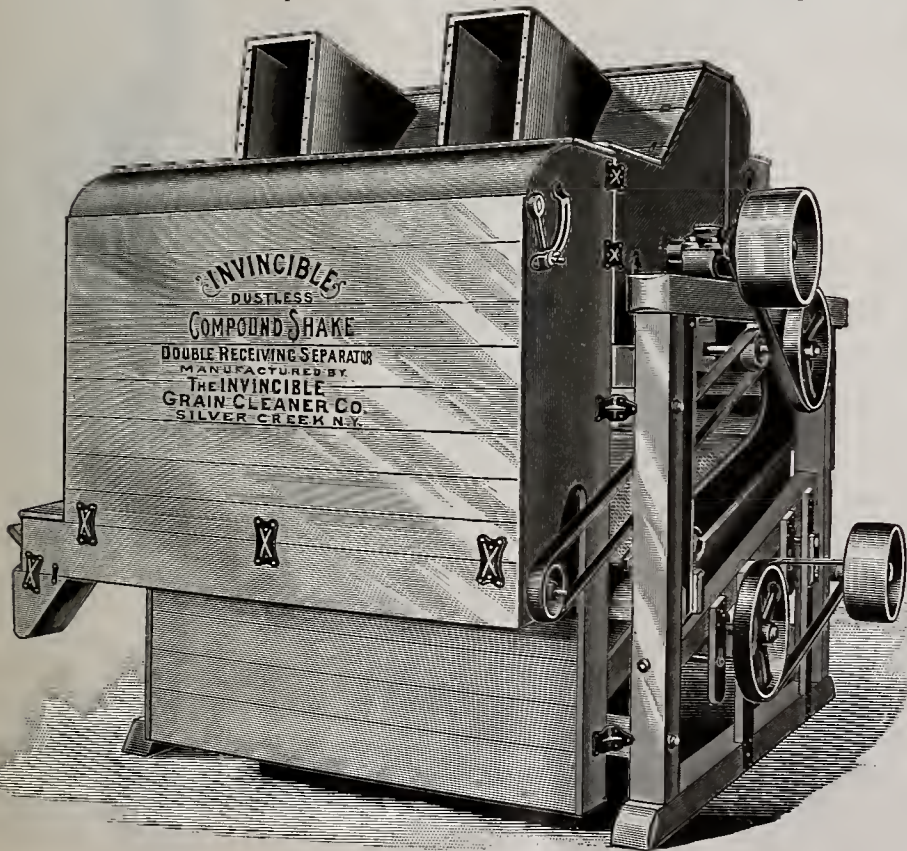


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## GET THE BEST Gold Dollars

The INVINCIBLE Compound shake HIGH-GRADE Separators.  
No shake, no tremble, run perfectly steady. Can be placed anywhere in the elevator.  
The INVINCIBLE Compound shake high-grade Double Receiving Separator.

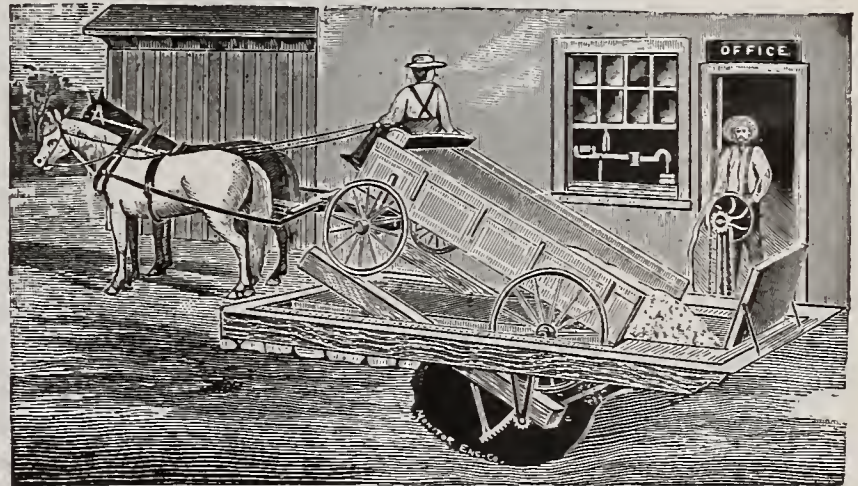


### INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

REPRESENTED BY

W. J. Scott, 94 Traders' Bldg., Chicago, Ill.  
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At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

## Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1899.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

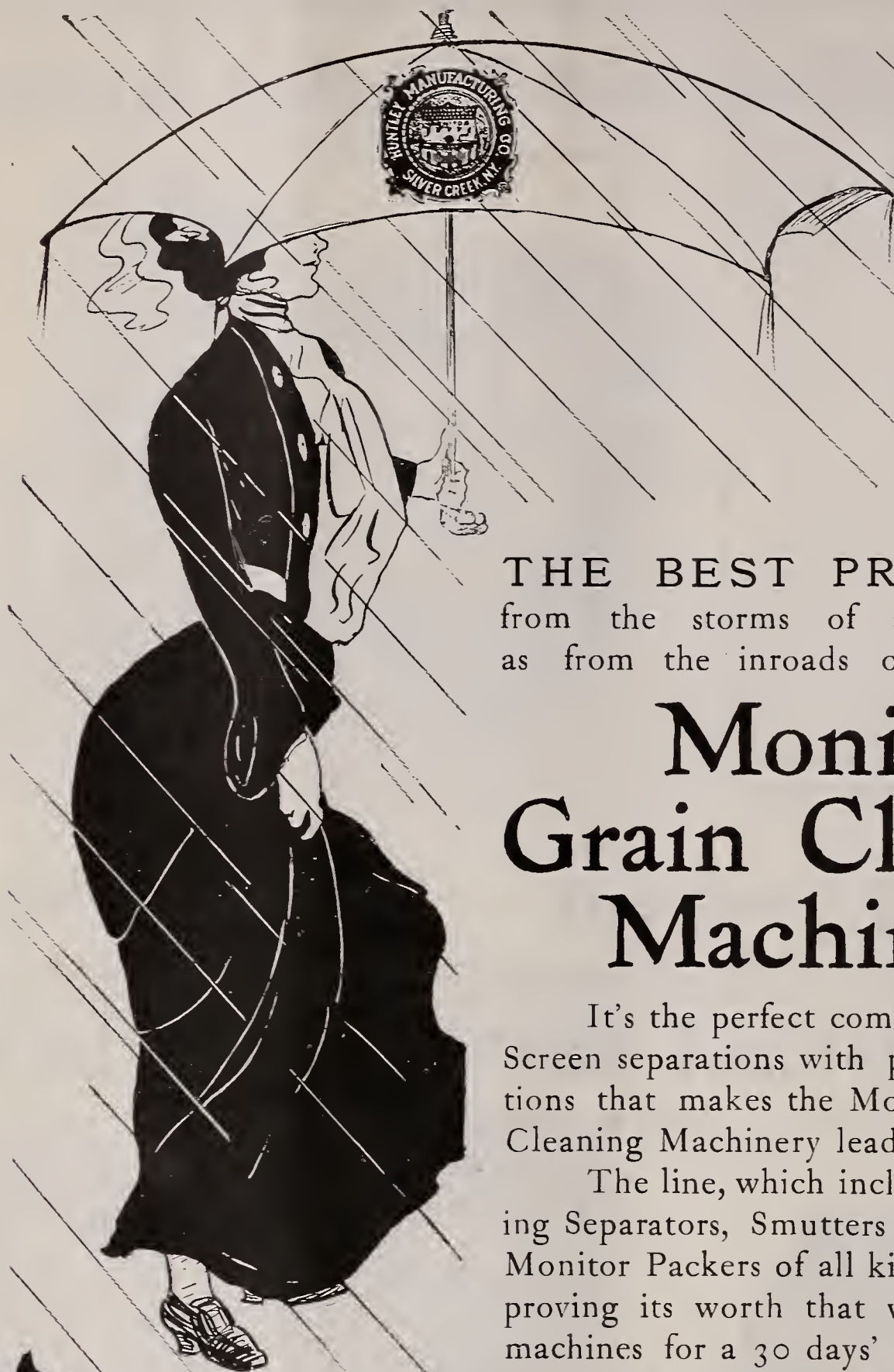
Yours truly,  
M. C. WOODWORTH.

MANUFACTURED ONLY BY

### THE SAVAGE & LOVE CO., Rockford, Ill.

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.





THE BEST PROTECTION  
from the storms of adversity as well  
as from the inroads of competition is

## Monitor Grain Cleaning Machinery

It's the perfect combination of perfect Screen separations with perfect Air separations that makes the Monitor line of Grain Cleaning Machinery lead.

The line, which includes Monitor Milling Separators, Smutters and Scourers, and Monitor Packers of all kinds, is so capable of proving its worth that we offer any of the machines for a 30 days' trial and guarantee them to be perfect in every respect and to

have no equal either in economy or efficiency.

The hundreds of unsolicited testimonials we receive are convincing, but the fact that more than 20,000 Monitor Machines are in successful operation to-day proves beyond question that Monitors are recognized as giving entire satisfaction. Write for our catalogue.

Visit the Monitor Exhibit at St. Louis Fair in the Agricultural Building, Block 107.

# Huntley Manufacturing Co.

SILVER CREEK, NEW YORK

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302 Traders Building, Chicago, Ill., F. M. Smith, Manager  
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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. COMPANY  
(INCORPORATED).

VOL. XXIII.

CHICAGO, ILLINOIS, AUGUST 15, 1904.

No. 2.

{ ONE DOLLAR PER ANNUM,  
SINGLE COPY, TEN CENTS.

### NEW TRANSFER ELEVATOR.

Replacing a house burned some months ago, Bartlett, Frazier & Carrington have built at Kankakee, Ill., one of the most perfect transfer elevators in the West. The location is an ideal one, the elevator standing alongside the tracks of the Indiana, Illinois & Iowa R. R., an outer belt line to Chicago, which puts the elevator practically on a siding of each of the many main lines of railroad served by this belt road. It is in position, therefore, to receive grain from any of the surplus states of the United States and to transfer it to cars of the roads penetrating any of the buying states from the West or of the trunk lines to the Atlantic seaboard or the Gulf ports.

The elevator itself is not very large, but its handling capacity surpasses that of many houses five times its size. It is 42 x 42 feet on the ground and 62 feet high to the top of the cribbing, which is surmounted by a cupola 57 feet high.

In this cupola are two 1,000 - bushel Fairbanks Hopper Scales, from which the grain is distributed to the bins or to the three loading spouts by means of 12-inch telescope spouts.

On the main floor are placed a No. 10 Monitor Oat Clipper, a special Burrell Cable Car Puller, having a capacity of twenty cars, and one pair Clark Shovels.

Grain is received from the cars on a 30-inch belt conveyor and is discharged into the receiving leg, which is fitted with 24-inch by 6-inch elevator buckets.

On the farther side of the elevator there are two stands of legs, one fitted with 16-inch by 6-inch buckets to receive grain from the wagon dump, and the other with 12-inch by 6-inch buckets to take care of grain from the clipper.

Provision has been made and machinery installed so that additional storage may be added at any time. The elevator's present capacity is 60,000 bushels.

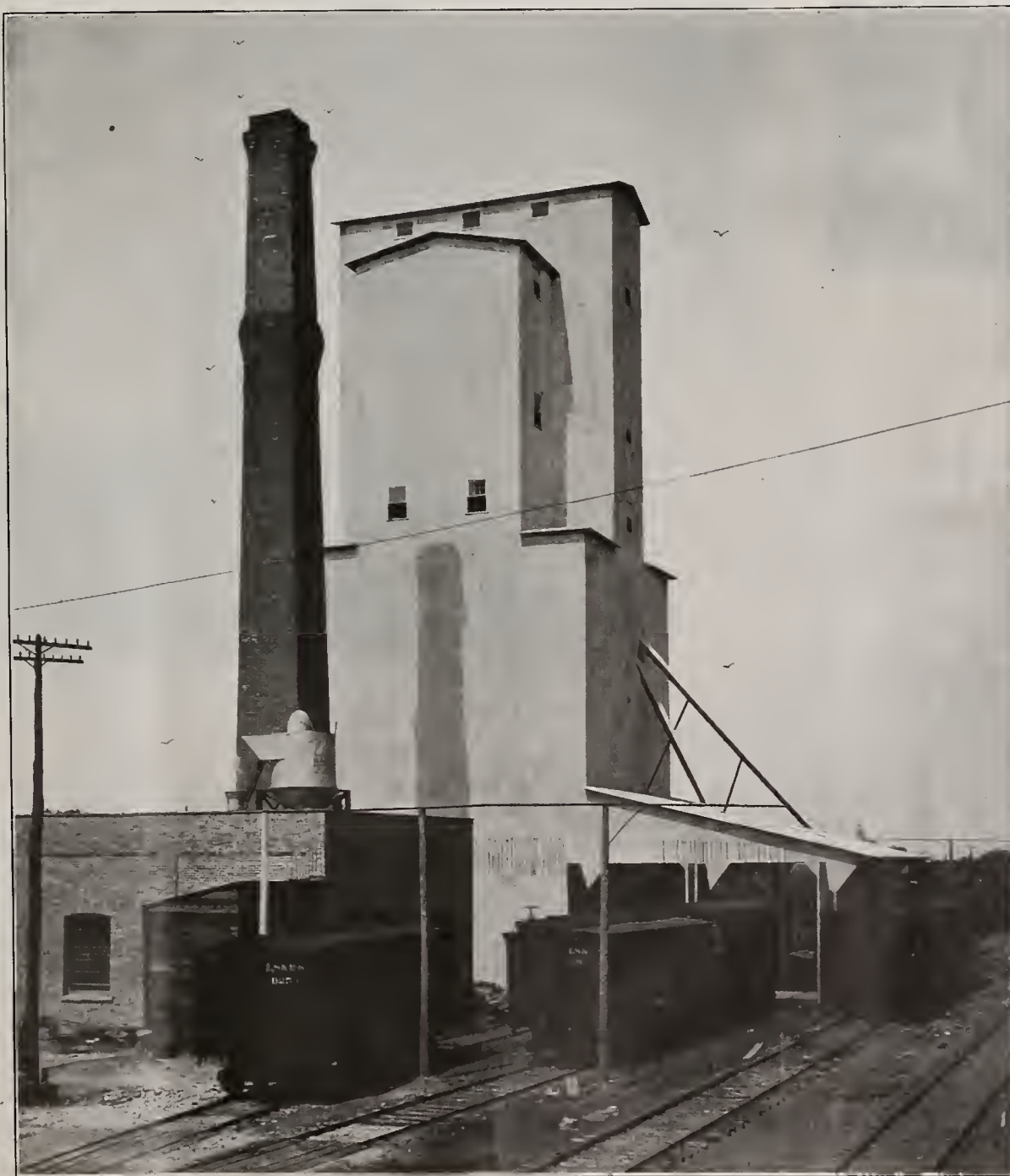
This elevator was designed and built by the Burrell Engineering and Construction Company, designers and builders of a large number of grain elevators in this western section of the country, both country station houses and transfer elevators, of large and minor capacity.

### COMMITTEES.

President R. B. Schneider has appointed the following committees of the Grain Dealers' National Association for 1904-5:

Railroad and Transportation Committee.—R. B. Schneider, chairman, Fremont, Neb.; B. A. Lockwood, Des Moines; John W. Snyder, Baltimore; H. C. Harrison, Buffalo; F. P. Lint, Kansas City.

Grain Car Equipment Committee.—H. A. Foss, chairman, Chicago; C. W. Wagar, Philadelphia; W. N. Eckhardt, Chicago; Geo. T. King, Richmond, Va.; A. E. Schuyler, Chicago; Fred Mayer, Toledo; A. F. Leonhardt, New Orleans; Edwin Beggs, Ashland, Ill.



BARTLETT, FRAZIER & CARRINGTON'S TRANSFER ELEVATOR, KANKAKEE, ILL.  
Designed and built by the Burrell Engineering & Construction Company.



Legislation Committee.—Chas. England, chairman, Baltimore; Geo. F. Reed, Boston; J. Z. Keel, Gainesville, Texas; E. D. Humphrey, El Reno, O. T.; M. McFarlin, Des Moines.

Trade Rules Committee.—C. A. Burks, chairman, Decatur, Ill.; C. D. Jones, Memphis; F. O. Paddock, Toledo; A. H. Bennett, Topeka; W. H. Chambers, Minneapolis.

Grain Improvement Committee.—J. L. McCaull, chairman, Minneapolis; Lee Lockwood, Des Moines; C. G. Crittenden, Lincoln, Neb.; L. Cortel-you, Muscotah, Kan.; S. S. Tanner, Minier, Ill.; W. W. Pollock, Mexico, Mo.

### B. F. KELSEY, OXFORD, KAN.

B. F. Kelsey, now operating a grain elevator at Oxford, Kan., was once a miller, whose experience as such led him into the grain business in the



B. F. KELSEY, OXFORD, KAN.

wheat belt of Kansas with the purpose in mind of making milling wheat a specialty. His early training was all in his favor. Born in Dearborn County, Indiana, in 1859, and removing with his parents to Topeka, Kan., in 1868, where he worked on a farm until 1877, he then entered the Humboldt Water Mills of Lindsay & Blackwood as apprentice, where at the end of three years he became head miller. He remained with the firm until 1886, the mill in the meantime having increased its capacity to 300 barrels.

Resigning in 1886 to get a commercial education, he took a course at Spalding's College, Kansas City, and after traveling for four months as a flour salesman, he leased the Eureka Roller Mills at Eureka, Kan., and later the Oxford Roller Mills at Oxford, at both of which places he was reasonably successful.

In 1898 he abandoned milling to go into grain, buying the Peavey Elevator, on the Santa Fe tracks, at Oxford, shown in the picture, with dump room for 15,000 bushels, to which in 1900 he added the Wm. Copeland Elevator, on the Mo. Pac. tracks, in the same town, both of which houses he has since operated, shipping, as has been said, largely to mills.

Were it not for the fact that it is often necessary to introduce oats into the rotation for the purpose of establishing clover or grass, this crop would seldom be grown in many parts of the corn belt, says the Iowa Homestead. The liability to lodge and the injurious effect of rust frequently make the crop very unsatisfactory, considered from the standpoint of its money value. Professor Grisdale, of the Dominion of Canada Experiment

Station, in his latest report, estimates the cost of production on \$3 land at 21.7c per bushel, or in the corn belt of the United States at 18.7c, and \$1.43 per ton for straw.

### HARRIS-SCOTTEN AT NEW ORLEANS.

The announcement was made on July 29 that the Harris-Scotten Company, operating on the Santa Fe, Burlington, Illinois Central, Rock Island and Frisco railroad systems, has leased the Illinois Central Elevator D at New Orleans, and would make its export shipments of grain from that port.

The company recently took over all the houses of the late Richardson interests on the Santa Fe System in the Southwest, which had been exporting via Galveston.

This lease by the Harris-Scotten Company is looked upon in the Crescent City as one of the first results of the movement there to restore to New Orleans the business that had been diverted in recent years to Galveston. On July 15 a meeting was held of the Board of Trade, at which a committee consisting of C. B. Fox (chairman), A. F. Leonhart, E. F. Stevens, Geo. Streatton and Wm. P. Ross was appointed to investigate the grain situation and report to the freight and transportation department of the Board of Trade any discrimination against the city that might be found, and on all other matters which might prove of material benefit in obtaining for New Orleans a greater percentage of the trade from the grain belt.

Apropos of this movement by New Orleans, the New York Journal of Commerce on July 14 said: "There is more than local significance in the effort that New Orleans is making to become the great entrepot for the export grain trade, especially the wheat trade of the country. The dispatch from there which we published yesterday should not escape the attention which it deserves. It related primarily to the effort of New Orleans to draw back trade that has been diverted to Galveston and to increase facilities, through the rail-

we have had occasion to make of late regarding the shifting character of the Eastern trade. With the growth of population and the increase of industries east of the Mississippi, the area upon which our surplus of grain is produced has been receding from the Atlantic Coast, while the ratio of the surplus to the whole production has been diminishing. This is especially true of wheat, of which the most abundant yield recedes toward Oklahoma and Texas in the Southwest and toward Dakota and Manitoba in the Northwest. The inevitable tendency is for the supplies that are transported eastward to be absorbed by the growing domestic demand and less of them to go beyond the coast, while the surplus for export reaches the sea by way of the Gulf ports and the Canadian routes. This suggests the importance, both to domestic industry and trade and to transportation and foreign commerce on the Atlantic coast, of converting our cereals more into flour and meal and into 'provisions,' and handling less of them over long distances in bulk; and it also suggests the necessity of the East to depend more upon traffic in manufactured goods and less upon the crude products of the soil. Our foreign trade of the future must deal more in articles upon which capital and skill have been expended to give them high value in small compass, and to meet a wide variety of needs, and less in supplies of raw material and foods handled in great masses. This implies a radical change in the prevalent way of looking at our international trade interests, and in our policy with reference to them."

### CORN ZONE MOVING NORTH.

Speaking of corn growing in Canada a writer in the Annual Report of the Department of Agriculture for the Northwest Territories takes the following hopeful view of corn growing: "So far as I am aware, it is equally certain that the life zone of corn is extending northwards with rapid strides, and probably the day is not very far distant when a variety of corn will have been developed hardy enough to withstand our cool nights and an early



B. F. KELSEY'S ELEVATOR ON SANTA FE AT OXFORD, KAN.

road combinations of the Southwest and the improvement of terminal accommodations and appliances for handling the export trade of a large and prolific region west of the Mississippi and south from Iowa. Here is where our surplus of grain is to be largely produced in the future, and the area tends to spread southward toward the Gulf, with growing lines of communication to Galveston and New Orleans. The latter shows an ambition not only to become the chief port of export for grain, but the chief point of domestic distribution for the South. One of the authorities quoted in our dispatch dwelt upon the importance of the building up of flour mills in that section, and predicted that the time was coming when we should consume all the wheat produced in the country, which made it important that New Orleans should look to building up her facilities as a domestic distributing point as well as a place of export.

"This view gives emphasis to suggestions which

enough ripener to escape autumn's frosts. Corn is now produced for export in the state of North Dakota, within a hundred miles of the Canadian boundary, and doubtless it will work northward in time. It would, however, appear that the northward progress of this grain might be materially hastened by a little assistance, and negotiations were, therefore, entered into with the Great Northern Railway authorities, in order to obtain a small quantity of corn grown in the extreme northerly latitude of North Dakota, where corn is successfully produced, with the intention of having trials made of this seed in the farming districts of the territories, contiguous to the United States boundary line, principally the Souris, Lethbridge, Cardston and Pincher Creek districts."

The I. & M. canal is still doing some grain business west of Joliet, but the stuff all goes to Peoria.



## GRAIN PRESSURES IN DEEP BINS.

In the course of a paper forming a part of the discussion, by the Canadian Society of Civil Engineers, of a paper entitled, "Grain Pressures in Deep Bins," by J. A. Jamieson of Montreal, in which Mr. Jamieson demonstrated the fallacy of the fluid-pressure theory applied to grain in bins. Henry T. Bovey, M. I. C. E., and dean of the Faculty of Applied Science of McGill University of Montreal, says:

"The experiments about to be described\* were undertaken at the request of the Board of Harbor Commissioners of the city of Montreal, in connection with designs for a grain elevator, which had been prepared by Mr. J. A. Jamieson. These designs were submitted to the minister of public works, the Hon. Mr. Tarte, who, on the advice of a committee of experts—Messrs. Vautelet, Roy and St. Laurent—condemned them for various reasons. Amongst these reasons was the following:

"That the pressure induced by the grain is similar in character and amount to that produced by a fluid of the same density as the grain, and that the grain in motion produces far greater stresses than the grain at rest, so that the material of which it was proposed to construct the elevator was not of sufficient strength.

"That is to say, it was asserted by the committee of experts that the strength of the elevator in question was not nearly sufficient to bear the stresses which would be induced in the metal of the bin walls, on the assumption that the pressure of the grain is similar to that which would be produced by a fluid of the same density as the grain. It is evident therefore that the experts were, at all events at the time they gave this decision, believers in the fluid-pressure theory. The statement that on such a theory the metal would be subjected to a stress of more than 100,000 pounds per square inch was naturally sufficient to lead the minister of public works to acquiesce in the recommendation that such a danger must be avoided at all risks, and that therefore Mr. Jamieson's design should be rejected.

"So far as it has been possible to discover, all reliable experiments go to prove that no pressure is ever produced, either on the sides or bottom of the bin, which approximates even closely to that which would be produced on the hypothesis of the fluid theory. It therefore seems to be a most serious position for anyone to make such a statement as to the excessive stresses produced on an hypothesis which is not based on fact, seeing that, as for example it did in the present case, it might cause a very large financial loss to an engineer who, so far as can be judged by men who have made a study of elevators, submitted a design of one which fulfilled both conditions of safety and suitability.

"As a matter of fact, the fluid-pressure theory is based neither upon experience nor upon common sense, nor is it warranted by a single experimental result. The only results brought forward by the experts in support of their position were those of Janssen, Prante and other authorities, whose experiments had been quoted in the Engineering News [from which this extract is taken, issue of July 14, 1904]. But even these experiments do not justify the hypothesis of fluid pressure, especially as in Mr. Prante's paper, which gives the most complete account of them, he himself says that the apparatus he used was incomplete, too weak, and not suitable for the purpose. The impossibility of making accurate measurements of the effect of sudden jars or shocks, which this piece of apparatus was designed to do, may be estimated when it is considered that the measurement was practically similar to trying to determine the weight of a man by the effect produced by him in jumping on

the platform of a scale. In concluding his paper, Mr. Prante honestly states, 'For the present I must leave the reader to consider the preceding tests, insufficient as they are, as a first contribution which is to furnish an incentive to further and more accurate tests.'

"Perhaps, however, the most practical proof that the fluid-pressure theory is altogether inapplicable is the fact that thousands of elevators of the ordinary bin type are in use on this continent and have been so for many years, which could not possibly have supported the pressures induced on the fluid-pressure theory."

## MORRIS GRAIN DRIER.

The Morris Grain Drier, shown in the accompanying engraving, is a fireproof building containing what F. R. Morris of 51 Chamber of Commerce, Milwaukee, terms a "double" grain drier, having capacity of 1,000 bushels per hour, where the grain does not contain more than the average amount of excess moisture and where the facili-



MORRIS GRAIN DRIER AT MILWAUKEE.

ties for getting the grain to and from the drier are such that loss of time is eliminated. The drier itself is built entirely of sheet steel, through which the air-ducts are passed to receive the heated air, which is forced evenly and rapidly through every portion of the grain contained in the drier, thereby absorbing the moisture very rapidly and passing it off through the discharge chamber to the outer atmosphere.

The fan for this size of drier is 120 inches, and is run at a speed which enables it to force 48,000 cubic feet of air per minute to every part of the grain contained in the drier. The driers are so constructed that the pressure, or hot air, chambers can be used for one or both driers at will.

The Morris driers are now in use by a great many leading elevator concerns, and one and all who have them pronounce them unexcelled for the purpose of drying grain. They do not bake the grain nor cause it to become brittle so as to break up in handling, nor does it injure even the germinating quality, but leaves the grain in a natural state and without destroying the natural luster of the kernel. They also remove the odor, or musty smell, from the grain, for the large amount of air passing through the grain at a moderate temperature while drying takes up the musty smell with it.

The insurance companies unnecessarily discriminate against all driers and require the buildings to be erected subject to certain rules pre-

scribed by the Board of Underwriters, among which is the requirement that driers shall be of brick or iron construction and stand six feet away from any elevator near which it may be erected. In the case of the Morris Drier, which is constructed wholly of iron, a brick or fireproof building is entirely unnecessary, but the insurance rules have to be complied with to keep from adding an increased fire premium to the elevator building and contents. However, the conditioners and coolers are not discriminated against by the insurance companies, as they have no hot air connections.

Further information may be obtained on addressing Mr. Morris as above.

## FIRST ARRIVALS.

The first new wheat at Walla Walla arrived on July 19—40,000 bushels of Blue Stem and Club, sold to a local dealer at 60 cents for Blue Stem and 58 cents for Club.

The first car of new wheat to arrive at Tacoma was one of No. 1 Red Fife, on July 27, consigned to Balfour, Guthrie & Co. This was several days ahead of the first arrival of 1903.

The first car of new wheat at San Francisco brought \$1.40 a cental, as against \$1.34 a year ago.

The feature of the week ending July 27 in the Portland, Ore., market was the arrival of the first wheat of the new crop. A number of sales were also reported in the interior. One deal in new barley also was announced, but no oats of this year's crop had then arrived.

The first new oats of the season at Chicago arrived July 23. They were from Knox County, Illinois, and tested 31 to 32 lbs. Owing to dampness they were graded No. 4 white. Those who examined them closely said they would grade standard if allowed to dry out for ten days. They sold at 42 cents free on board.

The first new spring wheat of the season was shown on the floor of the Minneapolis Chamber of Commerce on July 29 by C. A. Christenson of McHugh, Christenson & Co. It was not the thrashed article, but the stalks, several bundles being among the exhibit. The wheat was shipped from Java, S. D., and showed no signs of the rust reported from that state.

The first new Tennessee wheat of the season was marketed at Tullahoma, about July 15. The price paid was 90 cents, the grain grading No. 3. As a rule, the wheat crop of that section is the best in yield and quality for several years.

The first receipts of new Western wheat for the season at Baltimore arrived on July 26, consigned to Lederer Bros. The grain was from Ohio and was of very inferior quality and graded No. 4 red. It was sold on private terms.

New rye, the first of the season, was received at Chicago on July 20 from Illinois. It graded No. 4 and sold at 65 cents. Last year's first arrival was on July 15 and graded No. 3.

The first new wheat at Sandusky, Ohio, was marketed on July 25, nearly twenty days later than ordinary. It was of a splendid quality and tested 60 pounds to the bushel. The first wheat was marketed last year on the 15th of July, while the year preceding the date was the 6th.

## ELEVATOR AT PORT COLBORNE.

Architect and Engineer J. A. Jamieson of Montreal has been directed by the Canadian minister of railways and canals to prepare plans for a steel elevator to be erected at Port Colborne, at the Lake Erie entrance to the Welland Canal, to be owned and operated by the government as part of the canal system. It is understood that the capacity of the elevator will be 2,000,000 bushels, and that it will be under contract in the near future and ready for business in the fall of 1905.

Farmers in Oklahoma are said to be systematically storing their wheat on the farm.

\*The experiments referred to are recorded in figures and diagrams of so highly technical a character as to be quite uninteresting to any save an engineer, and our readers among that class have doubtless read the paper referred to, including Mr. Bovey's, ere this. Mr. Jamieson's theory of grain pressures was expounded in a quotation from the paper by him referred to, published in these columns in the issue for March, 1904, at page 482.—ED.



## THE U. P. ALLOWANCES TO THE TRANSFER ELEVATORS.

The Interstate Commerce Commission has decided that allowances made by railroads to transfer elevators at termini, for handling grain, including that owned by the transferring company, or elevator operator himself, are legal, however objectionable such arrangements may be from any point of view.

The specific cases passed upon were those presented to the Commission at Chicago and Kansas City, and involve the allowance of  $1\frac{1}{4}$  c. per 100 pounds, made to the Midland Elevator Company at Kansas City and to the Omaha Elevator Company at Council Bluffs, both "Pr" corporations. The decision, rendered June 25, 1904, is by Commissioner Knapp, chairman of the Commission.

After describing the lines composing the U. P. R. R. Co.'s system, and stating the necessity of making a transfer at the river of the grain hauled thereto by the U. P. system from the states west of the Missouri River, and describing briefly the commercial economies involved in the marketing of grain via the U. P. system, the Commissioner says the contract, which forms the basis of the allowances named above, was made with the late Frank H. Peavey, who agreed to and did erect an elevator at Council Bluffs of 1,500,000 bushels' capacity, at a cost of \$200,000, and obligated himself to handle promptly all grain hauled to that terminus by the said U. P. system, and to give this grain 48 hours' free storage. This contract was assigned to the Omaha Elevator Co.; and later a similar contract was made at Kansas City with the Midland Elevator Co.; both of which agreements, the decision says, "appear to have been carried out in conformity with their terms and to the mutual satisfaction of the parties thereto." The decision then continues:

It is not claimed that any greater allowances are made to the elevator companies, or that any other benefits are derived by the owners thereof, than those accorded by the contracts in question; the contention is that the observance and execution of these contracts, by reason of facts about to be stated, secure to Peavey & Co. undue preference and advantage and subject other shippers to undue prejudice and disadvantage.

F. H. Peavey & Co., according to the testimony of a member of that firm, are grain merchants and owners of elevator properties. They appear to have some 450 country elevators in the states of North Dakota, South Dakota, Minnesota, Iowa, Nebraska and Kansas, besides larger elevators at Council Bluffs, Kansas City, Duluth, Minneapolis and Chicago, and their business is extensive in the states named and elsewhere. As above found, they control and virtually own the two elevators at Council Bluffs and Kansas City. They are also large buyers of grain upon the Union Pacific system. So much of the grain thus bought as is consigned to Omaha or Council Bluffs, that is, to the Omaha Elevator Company, is purchased in the name of that company; that which is consigned to Kansas City appears to be bought in name of the Midland Elevator Company; but this does not matter in one case or the other. The practical identity of the three concerns renders the form of the transactions quite unimportant. It is sufficiently accurate, therefore, and serves the purpose of convenience, to speak of Peavey & Co. as grain buyers and shippers on the lines of the Union Pacific.

While no definite figures were given, it is fairly inferable from the testimony, and was understood to be admitted in a general way, that Peavey & Co. handle some 60 per cent, perhaps more, of the grain shipped from Union Pacific stations. Substantially all the grain so shipped by them is transferred through these Peavey elevators, and on all that grain they are paid the  $1\frac{1}{4}$  cents per hundred pounds for making the transfer. At Kansas City, however, a small amount of this grain is consumed locally, and any transfer charge collected on such grain is refunded. It also appears that little or no grain is transferred through these elevators for other parties, although the Union Pacific has the right to require such transfer under the terms of its contract. The reason assigned for not exercising this right is that the Union Pacific can and does, as a practical matter, provide for the through transportation of grain shipped by other dealers without transfer at its terminals. In the interchange of carload traffic the Union Pacific takes to points on its lines a

large number of cars belonging to its connections, and many of these cars are available for return loads of grain. In some cases also, as it seems, Union Pacific cars loaded at interior stations with grain of such dealers are allowed to go to destination, or at least to points east of the Union Pacific lines. To some extent there appears to be shovel transfer for shippers other than Peavey & Co. In these ways, it is said, the grain shipments not controlled by that firm are fully accommodated without the necessity of a transfer through the elevators in question.

Some indication of the amount of grain transferred by the Peavey elevators appears from a statement produced at the hearing. This statement shows that 12,329,381 bushels were transferred at Kansas City between July, 1898, and May, 1903; and that 23,839,533 bushels were transferred at Council Bluffs between July, 1899, and May, 1903. The amount varies greatly in different years. For example, the lowest year at Council Bluffs was 2,953,776 bushels, the highest 8,695,594; at Kansas City the lowest was 1,120,441 bushels, the highest 4,673,850.

Now, in view of these and other related facts, it is charged that the Union Pacific arrangement with these elevator companies owned by Peavey & Co. is preferential and unlawful. This charge is based at last upon the claim that the contract price for transferring grain is exorbitant and unreasonable, that it is much greater than the necessary cost of performing the service, and that, therefore, it has the indirect but actual effect of a prohibited concession or rebate to Peavey & Co., because they are the shippers of the grain thus transferred at a profit through their own elevators. In the language of one of the briefs: "The contention is that the payment of a cent and a quarter per hundred pounds is excessive, and the resultant effect of operations under said contract, and upon the basis therein provided, is that the Union Pacific Railroad Company discriminates in favor of the two elevator companies as grain shippers; that the allowance of a cent and a quarter per hundred pounds, paid to the said elevator companies for transferring their own grain, amounts in its ultimate result to a rebate because it so much reduces the through published rate, in favor of said elevator companies, but not in favor of other shippers."

This is the controverted question of fact which will now be considered. To this question much of the testimony was directed and widely divergent claims are made by different parties. Among the proofs submitted is a statement from the books of Peavey & Co. produced by a member of that firm, showing the receipts and expenses of the two elevators for a period of years. From this statement, the accuracy of which was not seriously questioned, it appears that the total earnings of the Council Bluffs elevator for the transfer of grain from July, 1899, to June, 1903, were \$157,639.96; the expenses of operation, including taxes, insurance on building, maintenance and repairs, \$110,468.30; and the aggregate profit, \$47,171.66, or an average annual profit of \$11,792.91. At Kansas City the earnings for transferring grain from July, 1898, to May, 1903, were \$92,069.63, the operating expenses, including the same items, \$77,500; the aggregate profit, \$14,569.63; the average annual profit, \$2,913.92. This allows nothing in either case for interest on investment, depreciation of plant, insurance on grain storage or expenses of general management. The elevator at Council Bluffs cost \$200,000, the one at Kansas City, \$150,000. If these figures are substantially correct, as we assume they are, it is evident that the transfer business, considered by itself, was unprofitable and that Peavey & Co. could not afford to construct and operate these elevators for the sole purpose of transferring grain at  $1\frac{1}{4}$  cents per hundred pounds.

The chief traffic officer of the Chicago Great Western testified that elevators were operated by that road at Kansas City and St. Joseph, through which a large amount of grain is transferred, at a cost, not including taxes or expenses of general management, of 1-6 cents per hundred pounds, and that he would be very willing, for reasons stated by him, to pay an independent company  $1\frac{1}{4}$  cents for performing the service. It also appears that another carrier pays 1 per cent per hundred pounds for transferring grain at Burlington, Iowa, and has done so for a number of years. This payment is made to a firm which buys extensively on the lines of that carrier and whose business is similar to that conducted by Peavey & Co. It should be stated, however, that the allowance to this concern is claimed to be made, partly at least, because of the transfer charges paid to their competitors, Peavey & Co., at Council Bluffs and Kansas City.

Other facts disclosed tend more or less to show that the allowance to Peavey & Co. is not unreasonable. For instance, at Council Bluffs there is another elevator, with a capacity of 750,000 bushels, belonging to the Union Elevator Com-

pany. The stockholders of that company are six railroads, viz.: The Union Pacific, the North-Western, the Burlington, the Rock Island, the Milwaukee and the Wabash, each owning a one-sixth interest. This elevator is leased to and operated by the Trans-Mississippi Grain Company, and that company transfers grain through its elevator on the same terms and conditions that grain is transferred through the Peavey elevators. The Trans-Mississippi Grain Company is also, as we understand, a large buyer and shipper of grain. To the extent of its business, therefore, it seems to be in much the same situation as Peavey & Co., and in like relation to other buyers on lines where its purchases are made. The fact that a rival concern, operating over various roads in that section of country, receives the same compensation for transferring grain as Peavey & Co. is some indication that the amount paid is not excessive.

A like inference apparently follows from comparison with elevator charges fixed by state regulation or customarily paid at other points where large quantities of grain are handled. Without detailing the figures it is sufficient to say that the prices elsewhere applied, taking into account differences of conditions, do not establish the claim that Peavey & Co. are unduly remunerated.

Moreover, it was not seriously contended that Peavey & Co. in fact pay any more for grain than other buyers. One witness, it is true, expressed a rather vague opinion to the contrary, but aside from his statement the testimony was unqualified that the arrangement in question had not affected the prices paid to the producer. In other words, using the phrase frequently heard, the transfer charge was not "reflected into the interior." This was affirmed or admitted by all the traffic officials of other roads who were called to testify, with the single exception mentioned.

In this connection we are asked to consider the apparent absence of complaint by rival dealers respecting the arrangement in question. The shippers of grain from Union Pacific stations, other than Peavey & Co., are quite numerous, and the business of some of them must be of considerable extent. In the aggregate they handle nearly 40 per cent of the grain originating on that system. Of the 202 country elevators on the Union Pacific in Nebraska, only 71 appear to be operated by Peavey & Co.; and of the 182 in Kansas, only 40 are owned by that concern. This shows a competitive interest of substantial proportions. The failure of competing shippers to make known their grievances, if they have any, or to so much as send a letter of remonstrance to the Commission, is some indication that they have not regarded the payment of these transfer charges as an undue preference to Peavey & Co. The freight traffic manager of the Union Pacific positively asserts that no shipper has complained to his company, and nothing has occurred in the course of the inquiry to suggest that he is misinformed or mistaken in that regard. But this elevator arrangement must have been known for a considerable time to other grain buyers upon the Union Pacific system and elsewhere. It was publicly disclosed before the Commission at Kansas City in 1902 and appears then to have been generally understood. The first hearing in this case, at Chicago in June, 1903, when the written contract was produced, was the subject of newspaper report which gave extended publicity to these transfer charges and to the fact that they were under investigation. There is little doubt that the main features of these contracts, or at least the amounts paid thereunder for the transfer of grain, were long ago brought to the knowledge of competing shippers on the lines of the Union Pacific and to other buyers of grain in that part of the country. Yet no shipper has volunteered to come forward or been produced as a witness to sustain the accusation of unlawful conduct. The Commission is aware that wrongdoing has often been suspected in connection with elevator allowances at various points, and is likewise aware that those who obtain such allowances appear to control the greater part of the grain business. For this reason it is somewhat surprising that the competitors of Peavey & Co. have failed in this proceeding to offer any objection to the transfer charges received by that firm, if those charges are believed by them to operate to their disadvantage. So far as their silence has any significance it would seem to discredit the claim that Peavey & Co. are excessively paid.

Against evidence of this character is proof of the amounts said to be paid for transfer at various points and under conditions of alleged similarity. There is more or less shovel transfer at one place and another at a cost stated to range from \$1.25 to \$1.75 per car. The Rock Island pays at Kansas City \$2 per car for cars under 50,000 pounds, \$2.25 for cars over 50,000 pounds and under 60,000, and \$2.50 for cars over 60,000 pounds. The Atchison pays \$2 per car to a small elevator at Argentine, near Kansas City. The Burlington produced a contract for the construction of a large elevator



at Harlem, across the river from Kansas City, and the transfer of grain by the parties agreeing to erect the same for \$1.75 per car, but it appears that nothing has been done to carry out this contract. Moreover, it contains a provision, as we understand it, that if transfer charges at Kansas City are made greater "by custom or otherwise" the owners of the elevator "shall have the right to withdraw from this arrangement for transfer." The vice-president of the Burlington also stated that his company owned an elevator at East St. Louis, where grain was transferred at a profit for  $\frac{1}{4}$  cent per bushel. There is no question that in so testifying he expressed his honest belief at the time, but it is fairly certain that he was mistaken. A statement subsequently filed by him, purporting to show the actual performance of that elevator for the year ending June 30, 1903, shows a total of 4,057,224 bushels of grain transferred during that period. At  $\frac{1}{4}$  cent per bushel this would give gross receipts for transferring of only \$10,143.06. As the elevator is stated to represent an investment of over \$250,000, it is evident that it did not and could not make money in transferring grain at  $\frac{1}{4}$  cent per bushel, however profitable its entire business may have been during that year.

Taking into account the whole evidence bearing upon the question and giving due consideration to all the facts disclosed, we are unable to find that the amount paid Peavey & Co. for transferring grain is unreasonable under the circumstances surrounding the Union Pacific. No reason is suggested why the arrangement should not be presumed to be just and fair, and nothing has been shown, in our judgment, to overcome that presumption. It may be that the needs of the Union Pacific do not require such large and expensive elevators, and that the necessary transfer could be effected by other means and with a smaller expenditure. Even if that be so, and at most it is quite uncertain, we would not be warranted in finding the carrier guilty of wrongdoing unless something substantial appeared, which we do not perceive, to impeach the honesty of the transaction. So far as we can see, these transfer contracts were made in good faith, for the legitimate protection of the Union Pacific, and there is failure of proof of any unlawful purpose connected with the arrangement. True, the Burlington says it would be willing to make the transfer without charge, but that of course would be upon condition that it secured the carriage of the transferred grain. To obtain the traffic and consequent earnings, it might very likely afford to stand by its offer, but that is far from proving that the price paid to Peavey & Co. exceeds the actual or reasonable cost of performing the service.

Some testimony was given as to the feasibility and expense of what is called shovel transfer. This method may be cheaper under favorable conditions and for a limited volume of business, but for the extensive grain traffic of the Union Pacific it is of doubtful economy and otherwise unsatisfactory. The only efficient and adequate mode of transfer is through elevators of large capacity located at the terminals where the transfer is to be made. This being so, it was proper and legitimate for the Union Pacific to enter into the arrangement in question; and that arrangement, from the standpoint of the carrier's interest, was expedient and desirable.

Undoubtedly the general business of Peavey & Co. is greatly benefited by the ownership of these elevators, and this they freely admitted. As a practical matter they need at some point a large amount of storage room, where grain can be graded and "blended," or held to await favorable market conditions at points of destination. These and other like advantages are secured to them by operating the two elevators at Council Bluffs and Kansas City, and for this reason they can well afford to transfer grain for the Union Pacific at a price which otherwise they would not be willing to accept. As a transfer proposition pure and simple, taking into account the cost of these elevators and the expense of their operation, it would not seem to be attractive; by reason of its incidental aid to the extensive business of these grain merchants it is undoubtedly a very profitable arrangement.

It should perhaps be added that no allowance is made by the Union Pacific to any country elevator whether owned by Peavey & Co. or by other parties. As we understand the matter the only elevators to which allowances are made are the terminal elevators described in this report. It is also the fact that no charge is made by Peavey & Co. in any case to roads taking the transferred grain from these elevators for carriage to destination.

This brings us to the statement that the real complainants in this case are carriers directly competing with the Union Pacific or operating in the same general territory. These carriers allege, as above stated, that the transfer charges

paid to Peavey & Co. are excessive and unreasonable, and that they have the effect of an illegal discrimination in favor of that firm and against other shippers of grain. They also say, and this is perhaps the main ground of their objection, that if these charges are not unlawful, and the Union Pacific continues the arrangement indefinitely, they will be obliged to make similar allowances for a like service at points where the transfer of grain may by them be deemed necessary. We quote again from the brief already referred to as follows: "If the allowance be permitted to stand the other railroads in the competitive territory must necessarily meet it in dealing with their patrons, or suffer their patrons and themselves to be placed at a constant disadvantage, with the tendency of creating in that territory a grain-buying monopoly in favor of the Peavey elevators and a grain haul monopoly in favor of the Union Pacific Railroad Company."

With reference to this aspect of the matter it may be mentioned that in one important respect the conditions at Kansas City are unlike those at Council Bluffs. Kansas City is a grain market. A large portion of the grain carried to that point is sold there, actually changes ownership there, after the manner of a grain market, although most of it is then taken on to other destinations. For this reason, grain at Kansas City becomes subject to competition between all the lines leading easterly and southerly therefrom, some of which do not extend west of the Missouri River. On this account, it is said, the roads bringing grain to Kansas City lose control of it, so to speak, at that point and the transportation is continued by connecting lines. In other words, the originating roads, which extend through to Chicago, for example, like the Atchison and the Burlington, have no advantage in this respect over originating roads which terminate at Kansas City, because of the general buying and selling which there takes place, and because through rates to the east are the same as the combined rates in and out of Kansas City. It was testified by officials of the Atchison, the Burlington and the Missouri Pacific that the amount of grain taken out of Kansas City by their respective lines is small in comparison with the amount which they severally carry to Kansas City in the first instance. Consequently, they say that they are under as much compulsion to transfer grain at Kansas City, for the release of their equipment and other purposes, as is the Union Pacific at either of its eastern terminals. Therefore, they must provide the same facilities or make the same allowances for grain transfer at Kansas City, and perhaps other places, as may escape disapproval in this proceeding in the case of the Union Pacific. Whether this be true to the extent claimed is not altogether certain, but it may be assumed to be so without affecting the legal question involved, because, in our view of the law, the materiality of the fact is not apparent.

#### CONCLUSIONS.

However objectionable the arrangement in question may appear from any point of view, we are convinced, rather against our original impressions, that it cannot be adjudged unlawful. This conclusion follows from our determination of the controlling facts and there is no occasion for extended comment. We have found that these contracts for transferring grain were made in good faith and for a legitimate purpose, and that the compensation paid is not unreasonable for the service performed. The parties were competent to contract, the thing done is proper and necessary to protect the interests of the carrier, the consideration is not excessive and the honesty of the transaction is unimpeached.

Assuming the correctness of these findings, which seem to us to be required by the evidence, we are constrained to hold that no violation of law has been established. It may be that Peavey & Co. as grain shippers secure important advantages over their competitors by reason of these elevator allowances, and this we think is at least the probable effect of the arrangement, but it does not follow that the Union Pacific is chargeable with disregard of its legal obligations. If this carrier had the right to contract for the transfer of grain at its eastern terminals, which appears to be undisputed, and if the contracts were made in good faith and the amount paid fair and reasonable, all things considered, so that the required service is obtained at no greater cost than would otherwise have been incurred, as we have substantially found, how is the transaction rendered unlawful by the circumstance that the parties contracted with are grain shippers who as such may be greatly benefited by the arrangement? The Union Pacific was not debarred from dealing with Peavey & Co. because they happen to be grain merchants as well as elevator proprietors. It was open to the carrier to do this work itself, by its own agencies and employees, or to hire it done by others if deemed more ex-

pedient; and there was nothing to prevent an honest bargain with whomsoever would undertake to furnish the desired facilities, not excluding those who were also important shippers. This being so, the Union Pacific is not legally at fault or guilty of wrongdoing because it turns out, as an incidental result, that the persons employed to transfer grain are thereby aided more or less in another line of business in which they are engaged. This, in effect, as we think, decides the question presented.

It is urged, however, by other carriers, claiming to be in the same situation as the Union Pacific, that refusal to condemn the transfer charges paid by that company will oblige them to make similar allowances for like service at Kansas City and elsewhere. This apprehension on their part may be well founded, but how does that alter or affect the legal rights of the respondent? The law imposes no duty upon the Union Pacific to safeguard the business of its competitors or the shippers they serve. Granted that the allowance to Peavey & Co. places these other carriers, and grain dealers on their lines, at some commercial disadvantage, that it introduces an element of competition which they will be forced to equalize—and that would seem to be its character so far as rival roads are concerned—on what theory can the Commission interfere so long as the obligations of the Union Pacific to its own shippers are not disregarded? Plainly, as it seems to us, the indirect effect of the arrangement upon other lines or those who patronize them, whatever that effect may be, is no more a violation of the act than would be a reduction of the rate by the Union Pacific, which a competing road, in justice to its shippers or in its own interest, might feel compelled to meet. Any resulting injury or detriment to rival carriers is something which the law does not and perhaps should not seek to prevent.

It is scarcely needful to add that arrangements of the kind investigated in this proceeding are not favorably regarded. When anything directly connected with the public service which a carrier is bound or undertakes to perform is farmed out, so to speak, to one of its own shippers, the relation thereby brought about is likely to excite distrust and to be looked upon with suspicion. The provisions of the regulating statute may not be violated, because any resulting discrimination may not be undue, but the situation created cannot be wholly satisfactory. Under existing conditions the transfer of grain through elevators at various points seems to be a virtual necessity both to the grain carrier and the grain dealer; but we are not unmindful of the fact that the persons to whom these elevator allowances are made appear to control a very large share of the grain business. As a practical matter this may be unavoidable, nor is it necessarily unlawful, but the methods adopted and now in vogue in this regard are liable to abuse and therefore not to be encouraged. In this case, however, we are persuaded, upon the facts disclosed and our view of the law, that no requirement of the act has been disregarded and that the respondent carrier is entitled to a dismissal of the complaint.

#### WHEAT GRADES AT TOLEDO.

"Toledo drops the word soft in wheat. The grade of two soft continues the same as last season, but it will be called 'two red winter' to correspond with the other markets.

"Some parts of Illinois, Missouri and Kansas raise winter wheat of the soft variety, which contains 1 to 5 per cent of hard wheat. Such wheat is and has been deliverable upon contracts at Toledo and in the other markets. Some markets allow a larger percentage of hard, but Toledo does not. The word soft is also dropped on No. 3 and 1 rejected and not over 5 per cent of hard is allowed in them. We have changed the name but not the grade. It is done to please the Southwestern shippers, who seem to have a prejudice against the word soft. Our receipts must come mostly from that section this season, even more so than they did last year."—C. A. King & Co., July 14.

The directors of the Toledo Produce Exchange have created a grade of No. 4 red winter wheat as follows: "To be sound and to include shrunken or dirty winter wheat and weighing not less than 52 pounds per bushel."

There are now said to be 280 grain elevators in Oklahoma and 66 flouring mills, making in excess of 10,000 barrels of flour daily.



**UNION GRAIN AND SEED CO.**

The elevator of the Union Grain and Seed Co. of Madison, S. D., shown in the engraving, is 24x32 feet on the ground, cribbed to a height of 32 feet on the sides and 39 feet in the center, on top of 14-foot posts. The cupola is 14 feet high. The working floor is the full size of the house.

There are nine bins; two 6-inch 12-duct Hall Distributors; two legs, with 6x12-inch cups, each discharging by means of the distributors to all the bins, to the cleaner and to the loading spouts; New Era Passenger Elevator to the cupola, and rope transmission of power.

The basement sink, 11 feet deep, for the elevator boots, is 8x24 feet in size, the floor being made of hollow brick and cement, laid on top of gravel. There are no pans.

There is a 250-bushel Howe Hopper Scale in the center of the building, worked from the floor; 250-bushel sink in the driveway, with Howe Dump

1902 wheat crop was 670,063,008 bushels and the exports in 1903 were 113,454,452 bushels. Thus, while there was a falling off of 78,397,210 bushels in the crop, there was a falling off of 34,056,981 bushels in exports.

The chief cereal exports for a year were as follows (last three 000 omitted):

June 30.	1904.	1903.	Inc.	Dec.
Wheat, bu.....	44,159	113,454	—	69,295
Flour, bbls.....	16,730	19,443	—	2,713
Wheat and flour, bu...	119,444	200,947	—	81,503
Corn, bu.....	55,606	74,360	—	18,754
Oats, bu.....	1,124	4,526	—	3,402

**DELAYS IN PAYMENT OF LOSSES.**

Certain of the insurance companies operating in the Northwest have created more or less uneasiness among receivers by what seem to be unwarranted and arbitrary delays in the settlement of losses on grain elevators destroyed by fire. It is a common practice in the Northwest for receivers and

of the case over until the fall and keep the assignees out of their money for a full year, if they win.

The dispute is of interest now chiefly for the light it throws on the sentiment of the grain trade as to insurance methods. If money loaned on grain is to be tied up for a year at a time in this way, grain men say the effect on credits will be extensive and unfavorable. What they want is quick action and a settlement either in or out of court without arbitrary delay or that which is inconsistent with reasonable precautions against paying losses that are tainted by suspicion of fraud. The insurance men say they must go slow in suspicious cases and that they are as anxious for business as anyone and will do nothing to affect it unfavorably that is not necessary.

**RELATION OF THE MILLER TO THE GRAIN DEALER.**

[A paper read by Frank H. Blodgett of the Blodgett Milling Company, Janesville, Wis., before the annual meeting of the Wisconsin Grain Dealers' Association at Milwaukee on July 21, 1904.]

In general, one may say that the relationship of the miller to the grain dealer is that which might be expected between two industries mutually dependent upon each other. Existent from the same cause, developed by like influences, working to one end, the businesses of the miller and grain dealer in this country have grown up together and have prospered.

The merchant mill of to-day is but the evolution of the grist mill of yesterday; just so, to-day, in the grain business, the vast amount of money invested in the building and equipment of elevators and the handling of grain is but the development and expansion of the grain business of yesterday. Not every grist mill became a merchant mill, nor did every dealer in grain survive the growing competition of later years, but only those well located, well managed and well capitalized.

In the opening up of this country the first efforts of the settler were directed to clearing a patch of ground on which to grow grain for the support of his family and his stock, and to grind this grain necessitated the grist mill; but as the settler cleared more and more land each year, he began to grow more and more grain than was necessary for his own use. This surplus grain must be marketed, and from the necessity of marketing this surplus grain has grown the grain and milling business of to-day. In the early days, grain markets were few and far between. Here in southern Wisconsin, Milwaukee was the only grain market for a large extent of territory, the grain being hauled there in wagons. But with the opening up of the railroads all this was changed, and each station on the railroad became a grain market with many buyers.

Just as the coming of the railroads stimulated the grain business, so it also afforded the opportunity for the development of the little grist mills into something more pretentious, for it opened up to them an outlet in the markets of the East for the surplus flour that could be made from the surplus grain.

The mills that were advantageously located, with large grain supplies upon which to draw, with a water power to provide cheap grinding cost, with capital sufficient to handle the business, and with push and energy to sell their product, soon became the leaders.

In the most favored locations the business of the miller increased to so great an extent that his requirements soon called for more grain than could be supplied by his local market. It became necessary for him to seek grain in other markets where there was a surplus over the local requirements, and thus were opened up the business relations of the miller and the grain dealer.

Of all the mills, the most profitable customer to the country grain dealer is the "interior" mill, located at any point between the shipping station and the terminal market. On account of the mill-in-transit privilege accorded to the "interior"



ELEVATOR OF THE UNION GRAIN AND SEED CO., MADISON, S. D.

Scale, and a receiving sink on the back side of the house; No. 39 Clipper Cleaner; 16-horsepower gasoline engine in a brick engine house, located ten feet from the elevator.

In addition to the grain and seed business the company expects to handle coal next fall and will build proper sheds therefor.

**CEREAL EXPORTS.**

Exports of breadstuffs for the fiscal year ended June 30 last fell off in value \$70,333,812 compared with the previous year. This shrinkage was due to the decline in exports of wheat and corn, the foreign shipments of which staples were comparatively small. Wheat exports were most notable in their falling off of the whole line of breadstuffs, the total of 44,158,744 bushels being 69,295,708 bushels less than in the fiscal year 1903, although that year's record was far below that of 1902. The wheat exports of a given fiscal year are naturally affected largely by the domestic wheat crop of the next preceding calendar year. The 1901 wheat crop (the largest in the history of the country) was 748,460,218 bushels, and the exports of the following fiscal year were accordingly larger than usual, amounting to 147,511,433 bushels. The

commission houses to loan funds on elevator properties, more especially on grain in store, taking as collateral an assignment of the insurance policies. It is estimated that at certain seasons the two great terminal markets of the Northwest have loaned out no less than \$10,000,000 on this kind of security.

Several cases of refusal to pay losses are cited, as occurring during the past two years, in nearly all of which the companies either settled in the end or were forced to pay by judgment of a legal tribunal, after, however, the policyholders had lost the use of their money for months.

The most recent case in point, which is still unadjudicated, is the loss incurred by the burning of the Farmers' Independent Elevator Co., at Denbigh, N. D., on December 12 last, to collect which the assignees of the policy have had to bring suit at Grand Forks, N. D. The companies apparently propose to resist payment on the ground that the salvage was deproportionate to the amount of grain insured. A trial of this case will take place in the fall. The assignees of the policies complain that the insurance people took the full sixty days before giving any answer to the claim and then thirty days more on a plea of further investigation. This delay was sufficient to throw the trial



mills by the railroads, they have the same milling advantages as though located in the terminal market. But whereas the grain shipped to terminal markets must bear the expense of freight, commission, weighing, inspection and sometimes switching, when shipped to the interior mill, only the freight charge is deducted from the basing terminal market price, and the grain dealer is saved the minor charges of commission, etc. But the capacity of the interior mill is sufficient to grind but a small part of the grain grown, so that the bulk of it must seek the terminal market first, going thence to the mill further on.

The miller is dependent upon the grain dealer for his raw material; the grain dealer, in turn, is dependent upon the miller for his best market. Conditions that affect adversely one are just as detrimental to the other; whatever benefits one benefits both. Influences that increase the output of the mills increase the domestic demand for grain; and just as surely, whatever influence depresses or restricts the milling business to that extent weakens the grain market.

The policy of the eastern railroads, in giving to grain for export a less rate of freight than is given on flour, is building up the business of foreign millers at the expense of the domestic mill, and to just such an extent as the business of the domestic mill is thus restricted by this short-sighted policy, just so much will the demand for domestic grain be restricted. For the domestic mill uses all domestic grain; the foreign mills use but a percentage of our grain, with which they mix grain from other countries.

Thus when the foreign mills buy 100,000 bushels of our domestic wheat, it is quite possible that he blends with it twice as much wheat from other countries, and produces from this blended wheat, say, 60,000 barrels of flour. These 60,000 barrels of flour, which the foreign mill sells in the foreign market, represent but 100,000 bushels of our domestic wheat; whereas if the same amount of flour were sold by domestic mills for export, it would mean a demand for three times as much domestic wheat, or 300,000 bushels. If this policy of the eastern railroads is continued, it means eventually the death of the export flour trade of the United States, a result that will materially restrict the output of our domestic mills, and by restricting their output, reduce their requirements for grain, thus affecting adversely the interests of the grain dealer.

The businesses of the miller and the grain dealer are so related that often one encroaches upon the other; thus we find the grain elevator equipped with a feed mill, and the larger mills owning their own line of elevators. In fact, so intimate are the relations of the miller to the grain dealer that they may be said to represent two branches of the same industry, each doing his part in the work of marketing and enhancing the value of the products of the farm. In each branch of the business the margins are narrow, the competition keen and the profits small, but being on an absolutely cash basis, milling and grain dealing are among the safest and most satisfactory lines of trade that can be entered.

In short, as the ultimate destiny of the bulk of all grain is the mill, the sooner it reaches this destination and the shorter and the more direct the route, the more profitable becomes the handling of the grain, both to the grain dealer and the miller; and the closer the relationship between these two, the better can this result be accomplished.

### FARMERS' ELEVATOR MEN AT FARGO, N. D.

A meeting was called, to be held at Fargo, N. D., on July 27, of representatives of farmers' elevator companies operating in the Northwest, for the purpose of organizing an association. There were only about twenty concerns represented at the meeting, and no action was taken toward forming a permanent organization.

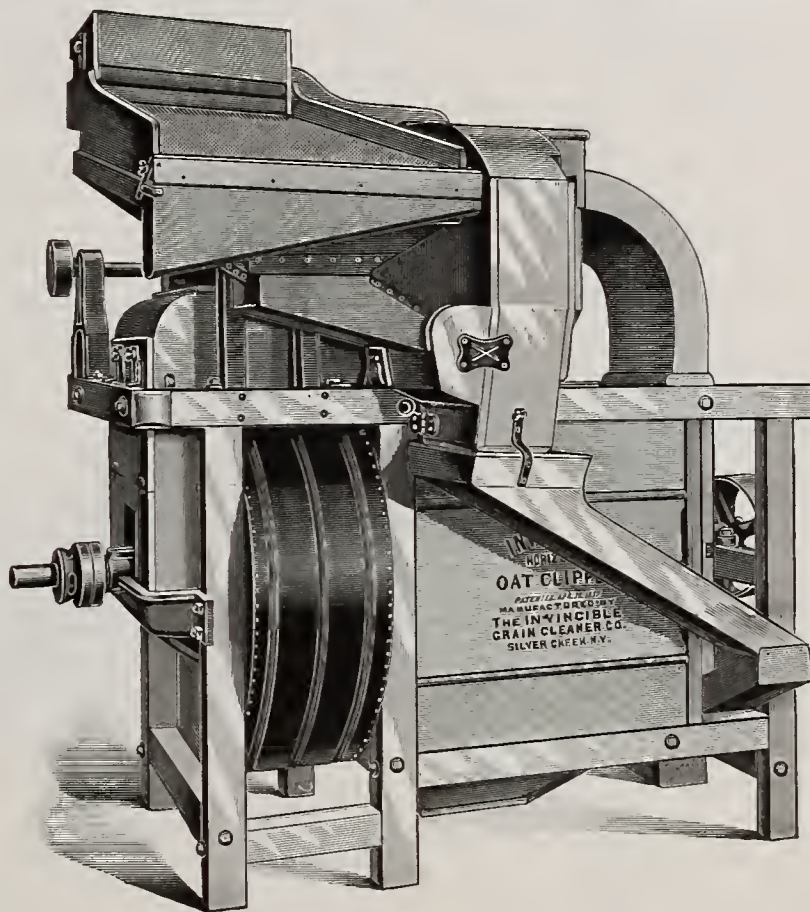
The meeting was captured, however, by J. S. McDonald of the Farmers' Exchange of Minnesota,

who induced the representatives of twelve or fourteen North Dakota companies to subscribe to the capital stock of that interesting "pipe dream," subject, however, to the ratification of their principals, the home companies. These representatives then organized by electing O. G. Major of Hope chairman and C. H. Shipley of Hope secretary, but no name was adopted. On motion, Messrs. Major, W. T. McCullough of Jessie and B. L. Russell of Carrington were selected as directors to represent North Dakota as three of the nine directors of the Minnesota Farmers' Exchange.

### A GOOD COMBINATION.

To elevator owners, in whose houses it is necessary to look to economy of both space and power, when buying cleaning machinery, the Invincible Combination Scourer, Clipper and Cleaner, shown in the accompanying picture, offers peculiar attractions.

When the machine is used as a cleaner only, a carry-by spout, as shown on the cut, is used, giving the use of the shaking shoe and screen



INVINCIBLE COMBINATION SCOURER, CLIPPER AND CLEANER.

action, as well as the benefit of the air separations in the first and second separating trunks, and making it practically a receiving separator. This carry-by spout carries the grain by the clipping or scouring cylinder. When used as a scourer or clipper, the carry-by spout is removed and the regular feed spout leading to the cylinder is inserted. This change is easily and quickly effected. The grain passes over the shoe and into the first air separation, through the scouring or clipping cylinder, and is discharged into the second air separation.

The machine is fitted with a wide shaking shoe, containing a scalping screen for throwing off the rough materials; also with the regular main screen which can be perforated with fine perforations to make a close separation. It also has a cockle screen to take out sand, seeds and other fine materials.

It is a characteristic "Invincible" machine, of which thousands are in operation in all parts of the country. It is built in ten regular sizes. Information in detail will be furnished by addressing the Invincible Grain Cleaner Co., Silver Creek, N. Y.

The experiment station at Lincoln, Neb., has demonstrated that seed corn brought from outside the state did not yield so well as seed corn raised within the state, the only exception being Reid's Yellow Dent.

### MONTREAL ELEVATOR OPEN.

The new elevator at Montreal, erected for the Harbor Commissioners by the Steel Storage & Elevator Construction Company of Buffalo, is now open for business, having been accepted by the commission on the advice of Mr. St. Laurent, the government engineer in charge, who advised the board to assume control, as the contractors had carried out their contract in accordance with their agreement with the commissioners. Accordingly on August 1 the staff in charge of the elevator were early at work, as several grain barges were in waiting. This house was fully illustrated and described in these columns in the January, 1904, issue, at page 353.

The tariff in force at the elevator is as follows: Inland vessels will pay 1/2c. a bushel for elevation and \$1.50 per thousand bushels for shoveling the grain taken from these vessels. A time limit of thirty days is to be allowed for the free storage of grain. These terms were made to induce grain merchants to store their cargoes in the elevator for testing purposes. While in the elevator the grain was there entirely at the owners' risk.

While no tariff has been fixed for grain that will be delivered to Allan steamers over the conveyors, the opinion has been expressed, says the Witness, that a uniform rate should prevail on grain stored in the elevator, whether the steamer is accessible to the conveyors or not. Vessels berthed at points that cannot be reached by conveyors should not be subject to inconvenience or expense on that account; therefore, it is claimed, an equipment of lighters and floating elevators should be taken into consideration immediately by the Harbor Trust. This would be a guarantee that steamers that are not berthed where grain can be received from the conveyor will not be liable for any extra charge.

The official opening of the new house took place on July 21, when a luncheon was served in the scale room and when the usual speechmaking took place. F. J. Weber, of Buffalo, president and manager of the Construction Company, escorted about the building his distinguished guests, who included Hon. Mr. Prefontaine, minister of marine and fisheries; Hon. James Sutherland, minister of public works; Hon. Louis Brodeur, minister of inland revenue; the Harbor Commissioners of Montreal, deputy ministers of public works and marine and fisheries, and the acting chief engineer of the Department of Public Works, and many members of Parliament. Minister Prefontaine was the chief speaker. He said that the construc-



tion of the elevator marked an important event in the history of the port of Montreal and of the Dominion, and the citizens must be proud of having one of the most modern elevators on the continent. The work of equipping the port was not finished; it was only just about beginning. But with the construction of the permanent sheds and the other improvements contemplated, it was hoped that when they were completed the port would be able to advantageously compete with the other ports of the continent. It had been stated, he said, that "we owned the construction of the elevator to American energy and brains. We owed it entirely to Canadian brains, because Mr. Weber was a born Canadian, although, like many others, in times gone by, he went to the United States, the field being larger and broader; but now he was coming back to his native land." The minister congratulated Mr. Weber on the way in which his company had carried out the work in connection with the elevator, and he also congratulated the Harbor Commissioners on having the best and most modern elevator on the continent.

The first bona fide cargo unloaded at the elevator was one taken from Chicago by the steamer John Crerar, arriving on July 27.

### CANADIAN ELEVATOR CAPACITY.

It is estimated that the storage capacity of elevators in the Canadian Northwest is now about 40,000,000 bushels, country and terminal houses both included.

"In the season of 1900-1901," says the Winnipeg Telegram, "the province of Manitoba had 33 elevators and 76 warehouses, with a total capacity of 10,323,272 bushels. At the close of the 1902 season there were in the province 427 elevators and 69 warehouses, showing an increase in the number of the former amounting to 94, and a decrease in the latter of 7. The total storage capacity in Manitoba for that season was 12,255,000 bushels, an increase of 1,931,728 bushels. Last season saw a still greater proportionate increase in elevator construction, as at the conclusion of the work of the season the number in the province was 558, while only 60 warehouses remained. The storage capacity then amounted to 16,121,400 bushels. The estimates for the coming season place the elevator capacity of the province at 20,000,000 bushels.

"In the Territories, when the 1901 season had closed, the capacity for storage was 2,436,080 bushels, divided between 88 elevators and 21 warehouses. The next season there were 111 elevators doing business and 18 warehouses, with an aggregate capacity of 3,194,000 bushels. Last season the storage capacity in the Territories had increased to 5,105,000 bushels, there being 176 elevators, with a revival in the construction of the warehouses, bringing their number up to 23. The estimates for the coming season place the storage capacity in the Territories at 8,000,000 bushels.

"The terminals at which the product of the Manitoba and Northwest fields are handled are situated in Ontario, at Fort William and Port Arthur, and the capacity of these monster bins has been yearly increased by the railways as the demands of the trade require.

"In the year 1901 there were five elevators at the terminal points on the lakes, with a total capacity of 6,120,000 bushels. At the close of the 1902 season one new elevator had been built, bringing the total storage capacity up to 7,650,000 bushels. Last year the addition of annexes to the already constructed elevators brought the aggregate capacity to 9,130,000 bushels. Proposed elevator building at the terminal points will in the near future make the total storage capacity reach the enormous figure of 12,000,000 bushels.

"For the whole of Western Canada interested in the active wheat trade, the total elevator capacity at country points and at terminals in 1901 amounted to 18,879,352 bushels, of which 12,759,352 bushels represented the storage capacity at coun-

try points. In 1902 the total storage room would accommodate 23,099,000 bushels, 15,499,000 bushels being the capacity at country points, while last year the aggregate storage room amounted to 30,356,400 bushels, of which the country points represented 21,226,400 bushels."

"Between thirty and forty elevators," says the Commercial West, "will be erected this year.

"One of the largest grain firms of Duluth, the Ames-Brooks Company, will open an office in Winnipeg on August 1, and for that purpose have organized the Zenith Grain Company, with a capital of \$10,000, dealing exclusively in Manitoba wheat. The resident manager will be Harry Swart, who for a number of years was the manager of the Great Northern elevator at Duluth. G. R. Crowe, president of the Empire Elevator Company, which is building a 1,500,000-bushel elevator at Fort William, announces that the company has decided to double the capacity so that it will be able to hold 3,000,000 bushels."

### COLONIAL ELEVATOR COMPANY.

The accompanying engraving is a picture of the Colonial Elevator Company's elevator at Neudorf, Assiniboia, one of nineteen exactly similar houses which this company, having its headquarters at Winnipeg, owns and operates in Manitoba and Assiniboia.

They are all wooden houses, covered with galvanized iron sides and roofs. They have 30,000



COLONIAL ELEVATOR CO., NEUDORF, ASSI.

bushels' capacity each and the machinery is operated by gasoline engines.

The land is not bare by any means, as would seem to be indicated by the picture which was taken when the whole continent was covered with a heavy blanket of snow.

### ALFALFA HAY MEAL.

The shipment of alfalfa hay has not been an entire success. The hay, in fact, does not seem to be the kind adapted for baling and handling; because when handled as it must be when transported any considerable distance, the leaf breaks from the stalk and is lost, and what is left when it reaches the consumer is so largely stalks that it does not pay to buy it.

Yet alfalfa has the special virtue as hay of being the greatest natural protein food; and in order to utilize the surplus of certain localities where the alfalfa is grown in California, a corporation has been organized at Fresno, known as the California Stock Food Co., which purposes to make an alfalfa meal to be put on the market as "Calalfa," the said meal being nothing more nor less than alfalfa hay ground to a fine powder, or meal, composed of both the leaf and the stalk of the hay. This meal will be put up in 100-pound sacks and will thus be in a form to be purchased profitably by stock men and poultry raisers. Poultry farmers are likely to welcome the meal, as alfalfa is known to be an excellent poultry food when in form for fowls to eat.

Old wheat quotations disappeared from the Indianapolis market reports on July 17.

### RELATIONS OF THE GRAIN DEALER TO THE MILLER.

[From a paper by F. A. Voigt of the Voigt Milling Company of Grand Rapids, Mich., read at the annual meeting of the Michigan Grain Dealers' Association at Lansing on July 8, 1904.]

The "relations of the grain dealer to the miller" is an almost inexhaustible subject, and I am afraid I cannot do it justice. The one business is dependent on the other, and both should work in harmony in order to bring about the best results; they should have the utmost confidence in one another.

The grain dealers are certainly of a great help to the millers. They deal directly with the farmers, and this being the case, they can inform them on the varieties of wheat that will yield well and make the best flour. Both millers and grain dealers should keep in touch with the State Agricultural College, as the latter can give us much valuable information, as its students and professors are constantly making experiments. This is true, not only of our state, but of other states which are constantly making experiments in wheat, as well as flour.

Undoubtedly there are times when the grain dealer thinks the miller a hard proposition, especially when he has a car of wheat to sell and he offers it, "The same as the last car—milling wheat." This term, "milling wheat," is like india rubber—it is very elastic. Any kind of wheat will sell. Why not sell the wheat as No. 2 and No. 3? Let the dealer buy the wheat right and sell it to the miller right; buy it at a price that will enable him to sell to the miller at a profit and so that the miller would also be able to make a profit. Don't make the dealer think there is going to be a famine right away, as there is wheat harvested in some part of the world every month and in our own country every year. The grain dealer who is securing a good, straight grade can get a fair price, as the miller likes to deal with such dealers. I have in mind a dealer who sold our firm 100 cars of wheat in a season, with whom we never had a word with regard to grade or short weights. He was a successful dealer and dealt mostly in wheat. He never took advantage of any scarcity, but bought and sold on the markets.

With all due regard to this Association, I cannot but reflect that a few years ago there seemed to be more harmony, at least in our part of the state, between the miller and the grain dealer than there is at the present time. They had a rule that they were to pay so much under Detroit or Toledo, according to where the wheat would naturally trend. That arrangement worked well for the dealer and for the miller; but in the last few years this has been entirely lost sight of. As we are entering upon a new crop, would it not be well to consider that arrangement again? There are dealers here who will remember how easy it was to do business those days. Of course, time brings about changes, but this matter could be regulated so that there would be no friction.

You undoubtedly have watched the soft winter wheat markets. In the northern part of Michigan we certainly have been up against it, as we have based our price on the Detroit market, which has been several cents above the Toledo market almost the entire crop year. I do not know any remedy, but it certainly has worked against the dealer as well as the miller. It does seem as though the arrangement mentioned should be made on this crop. We have a number of members that are affected and some could probably give us information as to the direct causes; and some may also know of a remedy. I notice that, as a rule, the Toledo market is always under Detroit. I do not know that the Ohio grain dealers (and, by the way, this is an old association, and they have been very successful) have been instrumental in arranging this difference satisfactorily or not. But they have bought wheat cheaper than we have, and when it is taken into consideration they have a lower rate of freight east, we are at a great disadvantage. Undoubtedly there are some other



members who are in the dark as to why this difference should exist.

There is another reason why the grain dealer and the miller should have friendly relations. Every miller who wants to manufacture a high-grade flour is looking for good wheat, and he wants the quality to be sound and sweet. There are times when a car of wheat is bought that is not up to expectations. It may be full of rye, or be musty, or sometimes it is plugged, or doctored in some way. I remember an incident that occurred just recently. I know it was not done intentionally, but the dealer sent us a car of wheat that had 12 inches of poor trash in the bottom of the car. He, of course, was surprised with the inspection and sent orders not to unload the car until he came to inspect it himself. He saw the car and said he would investigate it when he returned home. The next day we received a letter stating the car was not loaded for the Voigt Milling Company, but was to have gone to some other point, and his man had made a mistake in shipping it to us. That was the excuse and we accepted it. The wheat was returned to his elevator and unloaded. Of course, someone got this poor stuff, and you know what would have been the result if we had not detected it. Of course, the dealer himself was not to blame; but sometimes dealers employ poor help, who are not as expert as they should be in the buying of grain or putting it in a special bin, which, you will understand, is of great importance to a miller. . . . When he has spent such a large amount of money in order to equip his mill to make a flour that will be second to none manufactured, he wants the wheat he buys to be up to his expectations. If the flour does not give satisfaction, not only a song will be heard, but a howl, and the brand condemned. So you will feel the great importance of his wanting only sound grain, and an honest dealer should sell the poor wheat on its merits, and no doubt this can be accomplished by instructing employes to this effect. This would be a great benefit to the miller, and he would appreciate it by buying again.

Now please remember that all these things help to promote friendly relations between the miller and the grain dealer. The grain dealer needs the miller and the miller needs the grain dealer, and I see no reason why we cannot work in harmony and hold the pleasant feelings toward one another that should exist among fellow men. Let us work together and not try to have all the turkey on one side. The miller is the best friend of the dealer. I have given you facts which I hope will create a closer kinship between us. That is what we come here for, and I sincerely hope our meeting will foster that friendly feeling and cement the millers and grain dealers so strongly that nothing will ever be able to put them asunder.

### THE CHICAGO BOARD OF TRADE PLAYS BASEBALL.

To the accompaniment of the Chicago Daily News Boys' Band, rooters with horns, and fans with screechalls and various other demoniacal devices for producing unearthly noises, the Chicago Board of Trade "Pit" team played a game of baseball with the "Cash" team at Thirty-ninth Street ball park on the afternoon of July 30.

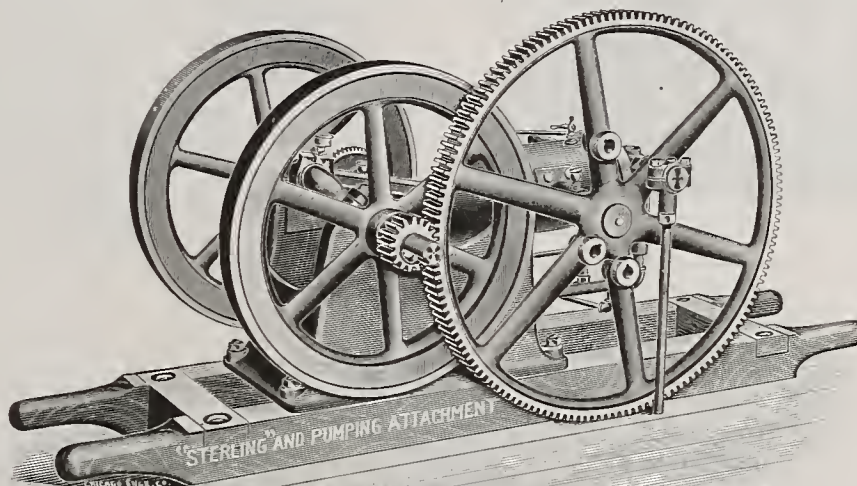
The game was played ostensibly for the purpose of swelling the Daily News Fresh Air Fund, but many who were there were of the opinion that it was a secret connivance on the part of the "Cash" crowd to make enough noise to frighten wheat into one of its noteworthy \$1 + advances.

The day was perfect and the sun shown brilliantly, but was a trifle obscured by the multiform and gaudy uniforms that decked the ball ground like rare and exotic plants at a flower show. Pitcher Dalton for the "Cash" team wore a blue suit with red cap and silk stockings. Al Booth, twirler for the "Pit" team, wore an all-white suit, with no red whatever, so as to not excite the bull crowd. George Carhart, shortstop for the "Cash" team, was resplendent in blue suit and red cap, and

there were brown uniforms with white stockings, red uniforms with blue stockings, black shirts, green shirts, red caps and white caps, making a dazzling color effect that in several instances stopped the ball when no one or nothing else could.

The boxes in the grandstand were filled with the elite of the Board of Trade, some of the holders being as follows: W. F. Johnson and party, box 1; William Nash and friends, box 2; P. H. Eschenburg and James R. Dalton and families, box 3; G. B. Van Ness and F. G. Coe and ladies, box 4; S. C. Scotten and friends, box 5; Frank M. Bunch and party, box 6; Jack Howard and lady, box 7; John M. Weinand, George Ehle and guests, box 8; Denny Kennedy and deputies, box 9.

As to the score, the Cash crowd made tallies so fast that the keeper of the record ran out of figures. It ran up like the thermometer on a hot afternoon, and the Pit team seemed to be totally unable to put an end to the agony. Charley White, on going to bat in the third inning, was presented with a beautiful bouquet of cabbages, but promptly fanned out in spite of this elegant inspiration. There were frantic appeals from those who had wagered on the Pit team for some of its crack players to tip the ball over the fence, but the best that could be done along this line was a little infield fly that was promptly gobbled up by a Cash player. Harry Avery was arrested and fined for failure to stop the



CHARTER GAS ENGINE CO.'S STERLING ENGINE WITH PUMP ATTACHMENT.

ball in left field, but this example failed to have any material influence on the rest of the players.

As an incident of the game and one which provided a great deal of amusement and at the same time increased materially the sum for the Daily News Fresh Air Fund, A. H. Farnum presided over a moot court at the left of the diamond, before whom offenders were brought and almost invariably fined in sums of one to five dollars. Deputies were Denny Kennedy, J. T. Bestor and Harry Avery. Frank Maurer asked for a change of venue after sentence was pronounced, and the judge decided that he should be taken from before the bar to the bar with the court present, which numbered about fifty. John F. Howard was fined \$1 for taking the prettiest lady present into the grandstand without introducing her to any of his friends. It cost N. Lederer \$2 to be found eating a sandwich, while John Weinand, who was brought in upon the serious charge of resisting an officer, was discharged, but later fined on general principles.

A great many players were brought into requisition during the nine innings, and the ball players, as well as the spectators, enjoyed a pleasant afternoon.

The management of the San Quentin Prison (California) bag factory has learned by experience that private manufacturers can afford to sell grain bags below safe prison prices and make a profit. In order to raise money to prevent a heavy deficit (\$90,000), said to be due to the overproduction of bags, the prison price was cut to 5.4c each, a price private manufacturers met and cut to 5.25c, and even made contracts at a lower price still, and the prison stock is still

unsold. The Sacramento News draws this moral: "The issue demonstrates the folly of the proposition that public business can be conducted on lines of equal advantage with private enterprise. The state's free convict labor could not compete with free labor and free enterprise."

### THE "STERLING" WITH PUMPING ATTACHMENT.

The Charter Gas Engine Co. of Sterling, Ill., has brought out a new type of horizontal engine to meet the demand for a reliable engine in small sizes sold at a low price. This new type is low in price, but is substantial in material and workmanship.

One distinguishing feature of this type of engine is the cylinder which is separate from the bed, so that in case of accident it can be renewed at a low cost. Few other machines have this peculiarity, so that when anything happens to their cylinders it is necessary to purchase substantially a new engine. With the "Sterling" only the cylinder itself need be replaced.

The journals are babbitted with a special metal; there is ample provision for taking up all ordinary wear; the cylinder heads are cast on the cylinder so that there are no joints to pack; and the exhaust valve is water-jacketed, increasing its length

of life; the spark is controlled by the governor and is made only when needed.

The cut shows the gear for connection to pump piston on the crank shaft, with 6, 8, 10 and 12 inch strokes, as desired. Altogether it is a very attractive and economical pumping outfit. Details and prices will be furnished on addressing the company.

### BUCKET-SHOP FAILURE.

The Ernest E. Jones Company, a concern, not members of the Board of Trade, which has been operating a shop in the Rialto Building, in the very midst of scores of regular members' offices, was on complaint of one Geo. E. Ryan forced into the hands of John A. Barnes, as receiver, on July 13.

Iowans seem to have been the chief victims, and have lost, as estimated, over \$100,000 through the concern. The Iowa man complained that the concern owes him \$200 and that its total liabilities are \$40,000. Ryan says the company quit on July 12 and is insolvent; that the manager and president, Ernest E. Jones, is holder of \$90,000 of the company's total of \$100,000 capital stock, on which \$50,000 is still due. C. B. Jennings, who is said to hold \$9,000 in stock, is the company's secretary. The only other stockholder is said to be H. W. Jones, who holds \$1,000 in stock. Neither of the minor stockholders, Ryan says, has paid anything on his stock account. The concern is said to have had branch offices in forty-five towns in Iowa, Nebraska, Ohio and Indiana.

Its continued existence in such a location is explained by the fact that it did no trading in Chicago.



## SPECIAL WHEAT TRAINS.

Real innovations on trade methods, that are at once legitimate and beneficial, are very rare in these days, when about every novelty, device or program of improvement would seem to have been exhausted. However, now and again a genius comes to the surface of the commercial sea with a new and valuable idea, whose simplicity stamps it as a thing born in the brain of a thinker, and makes one wonder that it was not thought of and put into practice long ago. That an innovation should have occurred in the realm of the transpor-



E. L. WAGGONER.  
President Brinson-Waggoner Grain Co., St. Louis.

tation of grain is the more remarkable, all things considered.

All the world, more especially that part of it within the bounds of the railway system of the United States, has been only too well aware, since the last era of American prosperity set in, of the many complaints that have arisen and still arise from shippers of grain relative to its slow movement. Stock runs and perishable freight have always been given the preference; and wheat, which is one of the highest classes of freight, is dragged over road after road, and often arrives at its des-



B. L. SLACK,  
Secretary-Treasurer Brinson-Waggoner Grain Co.

tinuation only at the end sometimes of weeks after being started from its original point. It therefore occurred to T. A. Bryant, traveling agent for the Brinson-Waggoner Grain Co. of St. Louis, who himself had had many years of railroad experience before entering the grain trade, after being some time in Oklahoma, that if a solid train of wheat could be made up, with the cooperation of the officials of the road over which such grain is shipped, it could be rushed to the market almost as rapidly as a stock run. After studying the idea for some little time, and securing the cooperation of his principals at St. Louis, Mr. Bryant put himself into close touch with the Frisco System officials; and after Chief Dispatcher Hunter and Special Agent Huddleson had talked the matter over, the Frisco people agreed to give the Brinson-Waggoner Grain Co. a trial special run of choice wheat to the St. Louis market, claiming they could put a fast train of wheat into St. Louis in forty-eight hours.

At that time Kansas City prices were more in line with the shippers in Oklahoma, on account of the short haul in transit, over 300 miles, while to St. Louis it made a long haul, upwards of 600 miles. Working upon this basis the company,

through Mr. Bryant, advertised the fact that on July 15 the Brinson-Waggoner Grain Co. would attempt a special wheat run to St. Louis. The grain was furnished promptly by local dealers, and promptly on the 15th the train started from Enid. Instead of requiring forty-eight hours the Frisco System hauled twenty cars of wheat from Enid to St. Louis in thirty-seven and one-half hours, the train arriving there late on Saturday night, and the grain being inspected on Sunday. Thus, by a combination of expert knowledge of railway conditions, of active energy and sound judgment on their part, the Brinson-Waggoner



H. L. BRINSON,  
Vice-President Brinson-Waggoner Grain Co.

Grain Co. for the first time demonstrated to shippers that the "Special Fast Wheat Trains" can be made a success. Besides being a record-breaker for a merchandise train for time, this grain happily struck a market on which the highest prices were paid before the decline due to the blockade of grain to Kansas City.

Subsequently the Brinson-Waggoner Grain Co., assisted by the Frisco System, were able to run eight other grain specials; and in addition to the runs on the Frisco, one special of seventeen cars was undertaken on the Denver, Enid & Gulf and



BRINSON-WAGGONER CO.'S GRAIN SPECIAL ON D. E. & G. RY. AND KATY SYSTEM, EN ROUTE TO ST. LOUIS, ON TRACK AT PARSONS, KANSAS.





J. H. SHAW, HENNESSEY, O. T.

Katy System, and notwithstanding a short delay at Guthrie this train made excellent time. A photograph of this train is given herewith.

It is not necessary to dwell upon the individual characteristics of the men who managed this striking success; for all the credit of managing this innovation of special trains belongs to the firm named, while actual movement of the trains, without a "hitch" or a delay, was due to the technical skill in railroading of their representative, Mr. Bryant, and the employes of the Frisco System.

The Brinson-Waggoner Grain Co. is probably in as close touch with the grain interests in the milling and grain trades east of St. Louis as any one firm in the Western country, and their business methods and their progress are such as commend them to the highest recognition by the grain and milling trades. As to the members of the firm, there probably is no better wheat expert in the United States than Mr. E. L. Waggoner, while Mr. H. L. Brinson, vice-president, and Mr. B. L. Slack, secretary, in their various capacities, are recognized as men of superior ability. The successful running of these special trains, requiring the co-operation of all the executive officers of the firm, notwithstanding the market had been in a deplorable state, made the firm a great many friends among dealers who appreciate bold and characteristic trade enterprise, and who does not? For when it is taken into consideration that upward of 200,000 bushels of grain were marketed in this way—in one instance in less than 38 hours, and the rest of it in less than 48 hours, the railway run being considerably over 600 miles, and over three divisions—one can readily see that the handling of these freight trains and of the grain on its arrival required a great deal of hard work and

close observation, both before and after the wheat arrived in St. Louis.

Going back now to the point of origin, in the distribution of the honors, the credit of handling these trains after they were made up and organized by the Brinson-Waggoner Grain Co. is especially due to B. F. Hunter, chief dispatcher of the Frisco System. Over his division to Tulsa he has handled over 200 carloads of grain with not a breakdown and with not one delay. It has required nine special trains to move all of this wheat, and each train bore a handsome banner showing where the grain was shipped and to whom



R. H. GRIMES, HENNESSEY, O. T.

consigned. In addition to these there were placards on every car giving the road credit for the special, showing the name of the shipper and his location and also showing that of the consignee. The immediate effect of the enterprise has been that Brinson-Waggoner Grain Co. have received more shipments, it is confidently believed, from the territory of Oklahoma in the small space



CHAS. McFARLAND, CROPPER, O. T.

of three weeks than any grain firm in either Kansas City, Chicago or St. Louis, yet the field has at all times been full of solicitors for the various great markets. But this company, after they had demonstrated the successful running of the special trains, received trainload after trainload of solid wheat each day until the heavy run caused a cessation of the movement.

Among the Oklahoma dealers who contributed to the volume of grain carried by these trains are the following firms and individuals, all of whom are, we believe, members of the Oklahoma Grain Dealers' Association:

Hutchison & Bird, heavy contributors, have been in the grain business in Oklahoma for about



W. R. RANDALL, ENID, O. T.

five years. Mr. Hutchison, who is interested in various other enterprises, is a wide-awake business man, alive to the interests of the Territory. Their business has grown rapidly and they are among one of the best-known grain firms in Oklahoma. Mr. Bird, the junior member of the firm, is one of the best judges of wheat in the country, and an enterprising young business man.

C. W. Goltry, president of the Goltry Grain Company, another contributor, and vice-president of the various banking enterprises that Goltry Sons are the head of, is known far and wide as a good fellow and good business man. He is a director in the Oklahoma Grain Dealers' Association, and although his time is greatly taken up by his large grain interests, he never fails to lend his presence at any meeting or meetings of the Association whereby the interests of the grain dealers may be improved. Mr. Goltry has been a large shipper on the grain specials and controls a goodly number of houses.

Randall & Grubbs is another Enid firm who deserve mention. They are hustlers in every respect and have a large number of houses on the Frisco System and on the Denver, Enid & Gulf. Both of these gentlemen are very popular among the grain solicitors, and their office is known far and wide as a meeting place of the boys who are on the road. Randall & Grubbs have been in business here for several years and the personality of the firm has resulted in a large clientage.

Vandeberg Brothers of Blackwell are three young men who have entered the grain trade with all the enthusiasm that falls on younger shoulders. Their standing is unquestioned. They have pushed themselves forward until they are recognized as



C. W. GOLTRY, ENID, O. T.



HENRY STAUGHFACHER, CROPPER, O. T.



one of the leading firms in Garfield County, and their enterprise and honest business methods certainly presage a bright future for them.

J. H. Shaw has been in business at Hennessey for several years, and having formed a connection with Mr. Gilroy, they have enlarged their system of houses and are now known as the Central Grain Company, controlling a large number of houses and building up a nice business. They are strong members of the Association, cooperating in every way to advance its interests, and their reputation for fair dealing in every way is unquestioned. Mr. Shaw has been a liberal shipper of grain on Brinson-Waggoner Grain "Specials."

G. G. Black of Lucien, although east of Enid, has contributed to the success of the Grain Specials. He has stations at Lucien and Covington, and the quality of the wheat that he shipped was of the finest. Mr. Black is very enthusiastic over the future of Oklahoma, and is considered a good business man in every respect.

McFarland & Staughfacher, another firm of young and enterprising grain men, have been in



T. A. BRYANT,

Traveling Agent Brinson-Waggoner Grain Co.

the business but a short time, but have made many friends. They are up to date, wide awake and keen to the advertisement of Oklahoma. Mr. McFarland is a very fine judge of wheat, with a thorough knowledge of the grain trade, and, assisted by Mr. Staughfacher, he has made this firm a "comer" in the Territory.

R. H. Grimes is interested in the milling business and various other interests besides the grain trade. He is well known locally and has many friends among the commission firms. Mr. Grimes was a shipper on the Specials, and expressed himself as well satisfied and pleased with the services given both by the railroad company and Brinson-Waggoner Grain Company.

In addition to the gentlemen whose photographs appear, the following firms have contributed largely in the way of shipments: M. C. McCafferty, Garber; Donohue Elevator Company, Morrison; Miller Grain Company, E. J. Coyle and E. J. Masters, Perry; Thomas Howard, Lucien; Drummond Mill & Elevator Company, Drummond; L. V. McGivney, Salt Fork; Edward Stavaugh, Crescent; U. L. Clemmons, Marshall; H. F. Anthony, Enid; El Reno Mill & Elevator Company, El Reno; D. K. Sterritt, Billings.

Illinois reports indicate a light tonnage for the new crop of broom corn, which, with the decreased acreage throughout Illinois, is bound to make a short crop, with no old crop to draw on. Excessive rains in Kansas have also cut the crop short in that section. Oklahoma shows increased acreage, but prospects below an average. Missouri and Nebraska only, of all broom corn territory, show favorable conditions. Old growers predict the smallest tonnage in twenty years.

### TRI-STATE DEALERS AT MITCHELL, SOUTH DAKOTA.

The Tri-State Grain Dealers' Association held a South Dakota meeting at Mitchell on Tuesday, August 2, beginning at 3 o'clock p. m. The session was held in the rooms of the Mitchell Club, and about 75 dealers and guests were present, with President Brenner in the chair.

The program was opened with prayer by Dr. Thomas Nicholson, and the address of welcome was delivered by Mayor George A. Silsby. In the absence of J. M. Doyle of Delmont, who was to respond to the address, President Brenner spoke of the several objects of the Association, and what it was trying to accomplish.

J. L. McCaull of Minneapolis was on the program for a paper on "Relations of the Grain Dealer and the Farmer," but he was unable to be present and his paper was read by Secretary J. J. Quinn. Some of the duties which Mr. McCaull believes should be paramount with the grain dealer in his relation with the farmer are these:

It should be and is the province of the progressive grain dealer to secure for his customers prices based upon the best markets of the world, freights considered.

It should be and is the duty of the progressive grain dealer to fight at all times for the lowest possible, reasonable freight rates.

It should be and is the duty of all progressive grain dealers to promote all rational efforts that have for their ultimate purpose the increase of production per acre and the general improvement of the quality of the grain produced.

It should be and is the duty of the progressive grain dealer to take an active interest in all precinct, county, state and national affairs. The dodging of caucuses and elections is generally indulged in by the individual who later curses the inefficient or rotten administration.

It should be and is the duty of every progressive grain dealer to promote, by all reasonable efforts, rational education in all its branches.

It should be and is unquestionably the duty of every grain dealer to promote to the utmost farmers' organizations and institutions which have for their object crop and live stock improvement and the general enhancing of the farmer's condition.

Prof E. C. Chilcott of the Brookings Agricultural College gave an address on "Improvement of Grain Crops." In the course of his remarks he gave a very interesting account of the methods employed in testing grain at the experiment station. He said that the soil was not prepared to any greater extent than the average good farmer would do it, as seed under a high state of cultivation would not bring the results desired in the way of instruction for the farmers who do not apply these methods. He spoke of the development of macaroni wheat in that state and how it is coming to be a very profitable grain to the farmer. He said it had been the experience of the station in the investigations of the last year that macaroni wheat will thrive better where there is less rainfall, this having been shown to be true in the tests made last year. The Professor spoke of the method of wheat breeding where it is sought to bring together two kinds of wheat, getting the good qualities and eliminating the poorer.

Mr. Chilcott said further that he could see very clearly how the grain dealers could be of assistance to the station in getting the farmers to send to the institution for the seed to insure something that is good and will produce better crops. He referred also to the smut in wheat, and thought that no farmer ought to sow this grain until it had been treated for smut. He said the formaldehyde method of treatment was the best process and the most successful. True, he said, there had been some very poor formaldehyde shipped to this country, which was of no benefit to the farmers, but he said that if any of the mixture which was doubtful would be sent to the chemistry department of the Agricultural College it would be analyzed free of charge.

Before closing Professor Chilcott answered a number of questions that were presented by the grain dealers.

President Brenner also gave a brief talk on

macaroni wheat, referring to the way in which the grain was first received by the millers. He said he was glad to say that at the present time macaroni wheat stands much higher as a food grain and that the millers have already put in the machinery to make it into flour.

George A. Stibbens, secretary of the National Grain Dealers' Association of Chicago, was introduced to the audience, and for about 15 minutes gave an interesting talk about what had been accomplished by the National Association. Mr. Stibbens said that in the past few years the grain dealer and the farmer had been coming closer together. They have ascertained that their interests are closely related, and he held that as long as the dealers do not take excessive margins and pay what was a fair and honest price for the grain, there will be no trouble. Mr. Stibbens said that years ago when grain dealers met it was a common supposition that they did so for the purpose of fixing up a deal to hold up the farmers. This has been proven untrue, he said; for the farmers are invited to attend these meetings and



T. C. TAYLOR,

Traveling Agent Brinson-Waggoner Grain Co.

take part in them for the betterment of the interests of both.

President Brenner announced that Prof. P. G. Holden of Ames, Iowa, Agricultural College, who was on the program to talk on the corn question, was unavoidably detained at home and could not be present. He further stated that on account of the absence of the speakers the evening meeting had been canceled and the convention stood adjourned.

In spite of the unavoidable absence of some of the speakers, the meeting was a very successful one and the dealers enjoyed their visit to Mitchell. The local dealers made every possible effort to entertain their guests and contributed much to the success of the meeting.

The farmers of eastern Washington, especially those of Walla Walla and Columbia Counties, have this season planted corn quite extensively for a country that has been supposed not adapted for that cereal. The plant has looked well, but does not seem to thrive with the cool nights. Should the grain fail to mature, the fodder will still be worth the cultivation for food.

A South American farmer bought ten ears from the Illinois corn exhibit at St. Louis at \$10 an ear. This was pedigreed corn of the finest quality ever raised in this country and was produced by a young farmer near Decatur. The latter does not claim to be an expert, but has simply gleaned the best agricultural information he could get in the newspapers, and applied practical common sense to his everyday work. The Illinois corn exhibit at St. Louis comprises specimens from nearly 5,000 farmers' boys in the state, who raised it from seed sent out by the agricultural college.



## WISCONSIN GRAIN DEALERS AT MILWAUKEE.

The second annual meeting of the Wisconsin Grain Dealers' Association was held in the Kirby House, Milwaukee, July 21 and 22. President Thos. E. Torrison of Manitowoc called the first session to order at 2 p. m., July 21, and said it was encouraging to see so many present at the opening session and that more were expected on the following day. The membership had doubled during the past year and was now eighty-five. This showed progress and was an indication that good was being accomplished.

The president then named the following committees:

Resolutions—James Templeton, Templeton; C. W. Cheney, Eau Claire; A. G. Cox, Osseo.

Nominations—F. A. Spoon, Janesville; G. H. Schroeder, New Holstein; W. W. Shephard, White-water.

W. P. Bishop of Milwaukee read a paper on the



R. E. YORK, PORTAGE, WIS.

President Wisconsin Grain Dealers' Association.

subject of "The Relation of the Commission Merchant to the Country Grain Dealer."

Secretary G. C. Julius Spoerri read his annual report, as follows:

When the call was sent out to Wisconsin grain dealers to assemble at Milwaukee for the purpose of forming an association, the replies received indicated that the time was ripe. However, the actual attendance was small and the argument was advanced that inasmuch as only a small percentage of the grain dealers were present, it would hardly do to proceed.

In the promotion of all new movements there can always be found some few who are dead in earnest, and so it was at this first meeting, and the result was the organization of our Association on April 29, 1903, with fifteen charter members. These men were firm in their belief of the value of association work and were decided and determined.

In carrying on the work during the past year, your secretary has at all times endeavored to do so with the same earnestness and assurance as characterized the actions of the organizers, having in view always the advancement of the interests of the grain dealers in Wisconsin.

Membership.—At the present time we have enrolled eighty-five members, who own and operate elevators at 194 stations, which shows we have taken in about seventy new members since our organization.

I will be candid with you and say that the progress made during the past year has not come up to my expectations, yet I am equally frank to state that it is through no lack of industry and close application on the part of your secretary.

There are several things which must be taken into consideration when summing up our work. In the first place, never before has there been an effort made to organize all Wisconsin grain dealers; to extend association work to all sections of the state. It is true, there have been one or two associations formed in times past, but their influence was purely local. This is the first time that a systematic effort has been made to cover the entire state, and consequently it has been uphill work.

I find, too, that local conditions at various coun-

try stations are such as to retard materially our progress. Owing to the spirit of unfriendliness which some dealers have toward one another, in some instances bordering on real hatred, each resolves that the other shall not make a dollar. In their rage they become absolutely indifferent to the rights of others and show utter disregard for everyone and everything but self, and hence demoralize markets at all surrounding stations.

Another reason is that dairying has developed very rapidly in sections which heretofore have produced large quantities of grain. I have found some stations which at one time averaged one hundred cars of grain on a crop now at best show only fifteen to twenty cars.

There are, however, nearly 500 independent grain dealers in Wisconsin, and if each will take a personal interest in this work of cooperation, we can have an Association, I dare say, second to none in the state.

Grain Dealers' Advocate.—At the outset we knew it would be necessary to keep our Association before the grain dealers, and in the propagation of our work your secretary undertook the publication of a monthly bulletin. We had no desire to invade the field of trade journals, but merely to diffuse such information from time to time as would be of general value and assistance to Wisconsin grain dealers. Grain dealers who conduct their business most intelligently are those who are best informed, and I think every Wisconsin dealer should be a subscriber to a leading grain trade paper.

Directory.—It is very necessary that we issue an official list of all grain dealers regularly established in the grain business in order that commission men, track bidders and receivers at terminal markets may know who are entitled to receive quotations.

Your secretary is now at work on the compilation of such a directory, which, when completed, he hopes will be reliable and up to date. We recently mailed information blanks to all dealers and so far have received about 250 replies out of 500. This is a very important matter, and I respectfully ask the assistance of every grain dealer towards the issuance of a directory that shall be accurate.

Improvement of Seed Grain.—Early in the work it was forcibly brought to my attention how careless and apparently indifferent farmers were in the selection of seed grain. Our Association can do a vast amount of effective work along the line of encouraging farmers to be more careful in this direction.

Last February Prof. R. A. Moore, secretary of the Wisconsin Agricultural Experiment Association, invited me to address his association members at Madison on a subject along this line. The Association is composed of farmers from every section of the state. I did address the convention, dwelling especially upon the matter of treating seed oats for the prevention of smut. Wisconsin farmers sustain a very heavy loss each year owing to the ravages of smut. Fields contain on an average of 17 per cent smut, which means a dead loss of something like 20,000,000 bushels of oats annually.

That portion of my address which had to do with the treating of seed oats and the harvesting of barley was reprinted in over thirty newspapers throughout Wisconsin, thus bringing the matter prominently before the farmers.

Scoopers.—One of the most aggravating and pestiferous evils in the experience of the country grain dealer is that form of illegitimate competition known as a "scooper." In the past year we have had a sample of two varieties. One scooper commenced buying grain at a station where there were two elevators and a third buyer was unwarranted, as the receipts were barely enough to supply the two regular dealers. The scooper was accustomed to taking his time in making up a carload, in several instances taking as long as two weeks to load a car. For some reason the railroad agent did not charge this scooper any demurrage, according to the rules of the Wisconsin Car Service Association.

Upon complaint from your secretary, the matter was investigated and the agent was instructed to collect from the scooper such charges as should have been assessed, and this put an end to his scooping.

Another form of scooper, which some of our members and dealers encountered, was where an individual commenced scooping operations, working for a commission merchant on a stipulated commission basis. Do you think that any commission merchant who will approach you and solicit your business, then turn around and deliberately send an agent into your territory to do a scoop shovel business, is entitled to the shipments of a regular dealer? Judge for yourself!

Jobbers.—Another source of complaint which reached your secretary was from country grain dealers who handled flour, feed and millstuffs, and who were annoyed by jobbers sending quotations and shipping feed direct to consumers. We have

had two instances where jobbers have recognized the injustice of such work and have agreed to confine their business to regular dealers. Is it not unreasonable for the jobber to presume that he can hold the trade of grain dealers if he persists in encroaching upon the rights and into the realm of the regular grain and feed dealer?

Local Conditions.—The conditions existing at some country stations are in a very deplorable state, and it will require unceasing efforts to bring about a satisfactory state of affairs. Conditions in Wisconsin are perhaps more complicated than in other states, for at one station you may find a variety of grain buyers representing a maltster, a brewer, a miller, a lime company, or an independent buyer.

The solution of these problems which shall result in country grain dealers being able to conduct their business on a more profitable basis depends largely upon the disposition shown by each individual, and the grain dealers must come to the conclusion that certain things must occur; some dealers will have to undergo a complete transformation, some must experience a change of heart, some must learn the kinship of self-control, while still others must learn the first rudiments of business.

Scales.—One of the most important items in a



G. C. J. SPOERRI.

Secy. and Treas. Wisconsin Grain Dealers' Association.

country elevator is the matter of weights. Just weights and full measure injure no man. It is well to have absolute confidence in your weights, and this can be done only when you know your scales are correct, because they are tested regularly. Do not give the farmer an opportunity to complain on your weights.

Do you know how much grain you load in a car? What kind of a check have you against out-turn weights at terminal markets? When you make a claim for shortage, can you always substantiate your weights with reliable tally sheets?

It has been suggested that our Association engage the services of an expert scale man to test scales for Wisconsin grain dealers, the expense to be borne by the owners of the scales.

Your secretary has investigated several claims for shortages at terminal markets, but in only two instances did we have country weights. I believe this is one point where Wisconsin grain dealers are lame.

Arbitration.—Arbitration is fast becoming the method for settling disputes and differences. By its use friction is reduced to a minimum, disagreeable controversies are avoided, grievances are amicably adjusted, expensive litigations are evaded, and, taking it all in all, it is the most pleasing and satisfactory way. I have prepared a set of arbitration rules which have been formulated out of rules of various associations, and the same will be presented for your consideration later on.

Trade Rules.—In order that Wisconsin grain dealers may become thoroughly acquainted with the customs and usage of trade terms, I think it advisable for our Association to adopt the trade rules of the National Association, and these also will be presented for your consideration at tomorrow's session.

Railroads.—The relation of the common carrier to the country grain dealer is a very important subject. Our interests are identical and there is no reason why we should unnecessarily antagonize railroad corporations. We have no desire to sow seeds of discontent in the hearts of the country grain dealer or seek to engender a spirit of animosity against railroads. One thing is sure—there are always two sides to a question, and we all have our shortcomings. Our interests are mutual and



we must not be continually harping upon the obligations which the railroads owe the people. There are obligations incurred and benefits conferred. Our relation is one of interdependence. While it is true the railroads depend upon the people for their revenue, it is equally true we are dependent upon the railroads for many things which contribute to our welfare and convenience.

Following the reading of the report the meeting adjourned until 8 p. m.

#### EVENING SESSION.

President Torrison called the session to order at 8 o'clock and introduced Frank H. Blodgett of Janesville, Wis., president of the Wisconsin State Millers' Association, who read a paper on the subject, "Relation of the Miller to the Grain Dealer."

A vocal selection was rendered by Secretary Spoerri, entitled "A Son of the Desert Am I."

Prof. R. A. Moore of the Wisconsin College of Agriculture read a paper on the subject of the co-operation of the grain dealers with the college, for the purpose of improving the production of cereals.

G. C. Julius Spoerri, after favoring the meeting with another vocal solo, talked on the subject, "Why We Organize and What We Need." In his travels through the state he had had many dealers ask him what benefit they would receive from the Association. We know that social conditions make men interdependent. No man can say, "I am a kingdom unto myself." Selfishness, on the other hand, is one of the prime causes of human depravity. One of the Association's fundamental principles is the establishment of friendly relations. As a country dealer, ask yourself, "What have I done to keep on friendly relations with my competitors?" What we want to do is to be able to go to our competitor on friendly terms and be able to ask, "How is the market to-day? Are we paying too much? Are we paying enough?" The sooner we get on these terms the better it will be for every Wisconsin dealer.

We want to double our membership.

The establishment of uniform rules for the guidance of grain dealers is another object of the Association, said Mr. Spoerri. There is the storage question also; but I am pleased to say I found only one dealer who had a sign posted, stating that he gave free storage. Then there is the bag question and contracts for future delivery. How many take contracts in writing? The grain dealer should look out for the farmer who refuses to sign a written contract. The elimination of ruinous competition among grain dealers is also one of the benefits of our organization. Grain dealers should not drive out among the farmers to buy grain. The place for him to do business is at his elevator. The protection of our members from unjust freight rates is also one of our objects. There are unquestionably some evils along this line that should be redressed. It would be well also for the grain dealers to notify the railroad of bad order cars, so they can see that they are put in proper condition. There is no question but that arbitration is the most satisfactory way of settling disputes.

As a last word, said the speaker, I want to say that we must be very dense if we cannot see that Wisconsin dealers should organize. Everyone should aid in the work and it will result in dollars and cents to all of you.

Mr. Torrison expressed the thanks of the Association to Professor Moore and to Mr. Blodgett for their interesting addresses and extended an invitation to all present to join the Association.

The meeting then adjourned to attend a banquet and smoker in the hotel dining room, given by the commission merchants of Milwaukee. About 150 were seated at the tables and about two hours were spent in pleasant conversation and enjoying some of the finest delicacies, not to omit mention of the beverage that makes Milwaukee famous.

#### SECOND DAY, JULY 22.

Following the call to order by the president, H. A. Foss, chief weighmaster of the Chicago Board of Trade, made an address on the subject, "Scale Testing." He was assisted by J. A. Schmitz, scale inspector of the department.

Mr. Schmitz, in showing how to test scales, used

a miniature track scale and railway car of his own design and construction, and absolutely perfect in all its details. After his explanations were made Mr. Schmitz also answered all questions as regards scales, in which the dealers were especially interested.

The report of the committee on resolutions was read by Mr. Cox, as follows:

Whereas, It has been the practice of some grain dealers in Wisconsin to drive into the country, buying grain; and

Whereas, We believe that such a custom is unbecoming a business man and productive of disturbances; therefore, be it

Resolved, That we disapprove of such methods and recommend that Wisconsin grain dealers discontinue such work.

Whereas, We believe that the relations existing between grain dealers and railroads should be reciprocal; and,

Whereas, We feel that we are greatly inconvenienced at times, occasioned by the delay in furnishing cars; therefore, be it

Resolved, That our Association recommend that our president and secretary cooperate with other associations, looking toward the enactment of a reciprocal demurrage law in Wisconsin, and that they extend such effort and support as deemed most advisable in their judgment.

Whereas, It is apparent that an effort will be made by various railroad interests to establish the use of a so-called uniform bill of lading, to become effective October 1, 1904; and,

Whereas, It is quite evident that such bill of lading as is now contemplated does not conserve the best interests of shippers in general; therefore, be it,

Resolved, That our Association hereby use its influence in conjunction with other associations, and enter its protest against the adoption of such lading.

Resolved, That the Wisconsin Grain Dealers' Association hereby urges upon Congress the passage of H. B. 6273, Senate Bill 2439, having for their object the enlargement of the powers of the Interstate Commerce Commission, so that it may prevent unjust discrimination, and that the officers of this Association use their best efforts in such manner as seems to them most expedient to assist in the passage of such bills.

Whereas, During the past year strong efforts have been put forth to organize Wisconsin grain dealers, and,

Whereas, Such work has developed greater interest and relations between grain dealers, and such efforts have been fruitful; therefore, be it

Resolved, That we extend our expression of thanks for the services rendered by the officers of this Association, and to all those who have participated in our program, and to all commission merchants, receivers and bidders who have extended their cooperation.

Jas. Lytle of Milwaukee spoke at some length upon the question of a certain kind of discrimination against Wisconsin shippers by some of the Eastern roads. These roads were giving to certain favored shippers the export rate on grain to Atlantic port points, although the shipper had no intention of exporting the grain. He condemned such practice on the part of the railroads as being unjust to the honest dealers, who billed their grain as designed from the initial point of shipment and thus are paying a higher rate than those who bill for export.

On motion by Mr. Spoerri the name of the Association was changed to the Wisconsin Grain Dealers' Association.

Mr. Spoerri read proposed rules for arbitration, which, on motion by Mr. York, were adopted.

Mr. Lytle made a motion that the secretary be instructed to employ a scale expert, who should provide himself with two tons of test weights and inspect scales throughout the state, the members standing the expense pro rata.

The motion was amended and carried, to the effect that arrangements should be made so that dealers might have their scales inspected when they desired.

Mr. Spoerri read the treasurer's report. It showed cash on hand last meeting, \$83.09; receipts from dues, \$1,719; from membership fees, \$220; advertisements in advocate, \$398.25; refund for mileage book, \$20; making total receipts of \$2,440.34. Disbursements, \$2,430, leaving a balance of \$10.34. There still remained \$60 due the Grain Dealers' National Association, and also outstand-

ing unpaid dues of \$300, which the board of managers had decided that an attempt should be made to collect before taking action on the delinquents.

R. E. York read the report of the auditing committee, which was to the effect that the books of the Association had been found correct.

W. W. Shephard read the report of the committee on nominations, recommending the election of the following: President, R. E. York, Portage; vice-president, Jas. Templeton, Templeton; board of managers—S. N. Knudson, Mondovi; C. W. Cheney, Eau Claire; G. H. Schroeder, New Holstein; C. H. Fintel, Genesee.

Upon motion by J. A. Manders, the report was accepted, and the secretary was instructed to cast the ballot of the Association for the officers named in the report. The meeting then adjourned.

#### NOTES OF THE MEETING.

Those who wanted machinery equipments talked with W. H. Kaiser, with the Weller Mfg. Co., Chicago.

Secretary George A. Stibbens of the Grain Dealers' National Association was a visitor at the Friday afternoon session.

State secretaries will have to commence taking vocal lessons if they wish to compete in this line with Secretary Spoerri.

Van Ness Bros. of Chicago were represented by S. S. Driver, and the Northern Grain Co. by J. G. Martin and J. J. Donahue.

O. Z. Bartlett, of L. Bartlett & Son Co., took a party of dealers on an automobile trip to Whitefish Bay Thursday evening, after the smoker.

H. A. Foss and J. A. Schmitz, chief weighmaster and scale inspector of the Chicago Board of Trade Weighing Department, brought their miniature scale for inspection by the dealers.

Dealers in attendance included G. P. Rockstad, Morrisonville; Thos. E. Torrison, Manitowoc; S. N. Knudson, Mondovi; James Templeton, Templeton; R. E. York, Portage; Peter Lauer, Lomira; Geo. H. Schroeder, New Holstein; H. C. Timm, New Holstein; J. W. Green, Middleton; Paul Sperka, Schleisingerville; F. A. Spoon, Janesville; J. Lytle, Milwaukee; William Sink, Markesan; E. L. Barnes, Milton; S. H. Simonson, Oak Center; A. G. Cox and G. O. Luederman, Osseo; John Maegerlein, Sauk City; C. H. Fintel, Genesee; Louis Laun, Elkhart Lake; W. N. Shephard, Whitewater; P. W. Wolf, Richfield; J. M. Cramer and C. W. Cheney, Eau Claire; Rolland L. Porter, Mukwonago; Noah Salmann, Odell; E. McIntyre, Waldo; Chas. Dagenhart and A. F. Orvis, Mt. Horeb; W. Dagenhart, Blue Mound; F. H. Blodgett, Janesville; Carl Haertel, Amherst; F. R. Willy, Appleton; W. B. Helmer, G. H. Olmsted and P. F. Brulay, Fond du Lac; J. G. Mueller, Allenton; W. B. Guengius, Green Bay; T. S. Chittenden, Ripon; F. W. Pynn, Hartland.

The Minnesota inspection department has established an inspection station at Sleepy Eye, where the grain consigned to the mills of New Ulm, Mankato, Janesville, Winona and intermediate points, will be sidetracked for inspection.

Wheat in Nebraska, according to Professor Lyon of the Lincoln Experiment Station, suffered this season from scab, or fusarium, as it is scientifically called—a rust that saps the sustenance out of the wheat and keeps the head from filling. It seemed to be confined to the southeastern part of the state. The scab is caused by excessive moisture and was first noticed last year, which was, like this year, unusually wet. The disease requires a couple of years to gain much headway, and there is little danger from it except when there are two consecutive years of wet weather. In ordinary years it is too dry for it to thrive. The scab propagates on the seed, and it has been found that treating the seed with formalin will prevent its carrying over in this way. It may have other ways of carrying over, however, which this treatment will not affect, so it may not be possible to stamp it out altogether.



**WOHLHETER ELEVATOR CO.**

The very satisfactory elevator owned and operated by the Wohlheter Elevator Co. of Fairmont, Minn., at Elkton, S. D., M. E. Cooper, agent, is (main house) 24x27 feet in size with a 40-foot crib attached. The smaller section is 18x24 feet in size with 12-foot posts. The driveway is 10 feet wide and 44 feet long; the engine and office building, 20x12 feet, with a flour room 8x12 feet in size.

The equipment includes a 5-horsepower Fairbanks-Morse Gasoline Engine, 6-ton scale, and two elevator legs. The storage capacity is 22,000 bushels. The location is on the C. R. I. & P. Ry.

**RECIPROCAL DEMURRAGE.**

[A paper by J. A. Heath of Lenox, Mich., read at the annual meeting of the Michigan Grain Dealers' Association at Lansing, on July 7.]

The question of "Reciprocal Car Service or Demurrage Rules" is, without doubt, the most important subject that confronts the shipping interests of to-day. Car service, or demurrage, charges are a natural result of the wonderful growth of the railroad traffic of the country. The

to look carefully after their equipment; and the application of car service charges has been very stringent and it has worked great hardship in the individual shipper in nearly all lines of trade.

These collections are usually made through car service associations, which, while claiming no affiliation with railroad companies, still seem to work in extremely close touch with their management and are generally considered to be a part of the railroad interests. Naturally, the rules and regulations that have been made by these various car service associations have been entirely favorable to the interests of the transportation companies, without much regard to any claims for the rights of the individual shipper. The necessity for some action on the part of the shipping interests is universally felt. The most favorable adjustment of this matter seems to be along the line of a reciprocal demurrage charge; in other words, that a shipper who uses extra diligence in loading or unloading a carload of freight shall receive a benefit for so doing.

It appears to us that this system in actual practice would result largely to the benefit of the railroad companies. The estimated daily earning capacity of a freight car in use is \$10. If the shipper

connections, and for that reason it has been impossible for shippers to obtain any recourse for the enormous losses that they have sustained.

To overcome the difficulties that individual shippers have experienced in obtaining their rights, bills were introduced in twenty-seven state legislatures during the past year, and one bill of a national scope was introduced at the last session of Congress, but on account of the press of other legislation was not taken up. However, in a number of states, notably Texas, Louisiana and Virginia, laws were actually passed, and in the case of Virginia were bitterly contested by the railroad interests, and when carried to the Supreme Court were fully sustained. Too short a time has elapsed since this measure came actually into effect to give it a fair trial, but in a letter received a day or two ago from one of the largest receivers in Richmond, Va., he states that so far the law has proved very beneficial, and that he has no doubt great benefits will result from it to the shipping interests.

The arbitrary action of the railroad companies in the past four years in increasing freight tariffs, in promulgating new and unreasonable regulations governing the receiving and unloading of freight, and in the seeming desire upon their part to only look out for their own interests—all these conditions have caused strong feeling among all classes of shippers that some united action upon their part was necessary. From all over the country comes news of new organizations becoming interested, and only yesterday we clipped the following from the Chicago Trade Bulletin:—"Unless the attorneys of the railroads composing the Chicago Car Service Association agree at a conference with United States District Attorney Bethea to change some of the most important rules and practices, suit will be commenced against the Association for violation of the anti-trust law. If the Chicago Association is forced to change its methods, all of the thirty-seven car service organizations in the United States must make similar changes. The worries of railroad managers over the threatened attack in the Federal courts on car service associations are increased by the action of the Mississippi State Railroad Commission in ordering that the railroads must pay demurrage charges to shippers for delaying shipments. Fearing that similar rules may be made by other states, the railroads will try to have the courts declare illegal the rules of the Mississippi commission."

It is not our intention at this time to go fully into just what regulations or law would be to the best interest of the shippers of Michigan, but of one thing we feel certain, that if we expect any improvement of present conditions, it must come through united action, looking toward the passage of a state law covering the necessary changes that are considered beneficial to our interests.

We want a law to make a collection of demurrage on the reciprocal basis universal, not only in cities, but at every railroad station in the state. We want a law that will protect the small shipper, and that will be reciprocal in every form. That will force the railroad companies to furnish equipment within a reasonable time at the small stations as well as at large ones, and at non-competitive points as well as at junctions. We were in favor of calling a meeting of representatives of every organization in the state to take up this matter in all its phases, and decide upon a measure that will cover the rights of individual shippers as well as the interests of the transportation companies. Then let every interested shipper in the state take off his coat, and go to work for the passage of a law by the next legislature. Start a campaign of education. Show the farmer that he is vitally interested and let him understand the importance of this legislation, and convince him how he can aid in its passage. It is a well-understood fact that the prices of grain or produce are invariably determined by the cost of freight and other railroad charges. If every farmer in the state of Michigan could be convinced of the direct importance of this measure to himself, no other steps would be necessary, but to bring this about, a campaign of education is necessary.



WOHLHETER ELEVATOR CO.'S HOUSE AT ELKTON, S. D.

right of a transportation company to make such charges must be conceded. The courts have time and again so decided, and the actual application of the right has, undoubtedly, worked to the benefit of the regular legitimate shipper as well as of the transportation companies. Without the right to make and enforce reasonable rules and regulations, the transportation companies would be at the mercy of shippers. To quote the words of a recent court decision, "It is a matter of the highest public interest that they should be accorded this right, and individual conveniences should be subordinate to the public good. It demands expedition, regularity, uniformity, safety and facility in the movement of freight from the country, which must of necessity be materially obstructed if individuals are allowed without hinderances to convert freight cars on their arrival with cargoes of freight upon their sidetracks into warehouses for the storage of freight at the suggestion of their convenience or interest."

Up to a very recent period the collections by railroad companies of demurrage charges were very moderate, and except at large centers, where stringent regulations were in force, an explanation to the traffic management of the road of the causes of such detentions would result in a rebate of the charge; but the enormous increase in the freight movement during the past few years, and especially since 1900, has caused the railroad people

or receiver is able to load or unload a car in 12 or 24 hours, thus enabling the carrier to get an extra 24 or 36 hours' earnings from the car, he should certainly be entitled to some small benefit in proportion to the extra earning capacity that he has furnished the transportation company. We are satisfied that the increase in earning capacity to the carriers would be many, many times more than the amount received under the present system, of charging for detention of cars.

Along with the feeling among the shipping interests that there should be some change in the demurrage rules, there has grown up a strong sentiment that there should be some action taken that would result in a prompt and amicable distribution of car equipment. The losses to the shipping interests of the country through failure of the railroad companies to provide equipment during the past three or four years have been beyond calculation. It is conceded that it is a common law duty of the common carrier to furnish equipment and motive power to take care of all the reasonable traffic that may originate upon its line when called upon to do so. Common law, also, requires that commodities shall be moved with reasonable dispatch, and that there is no excuse for failing to do so but accident or weather conditions beyond the control of the carrier. The defense of the railroad in this case has been that the failure was not on their part but that of their



## THE EMBLEM OF THE REPUBLIC.

The rose may bloom for England,  
The lily for France unfold;  
Ireland may honor the shamrock,  
Scotland her thistle bold;  
But the shield of the great Republic,  
The glory of the West,  
Shall bear a stalk of the tasseled Corn—  
The sun's supreme bequest!  
The arbutus and the golden rod  
The heart of the North may cheer,  
And the mountain laurel for Maryland  
Its royal clusters rear,  
And jasmine and magnolia  
The crest of the South adorn;  
But the wide Republic's emblem  
Is the bounteous, golden Corn!

Edna Dean Proctor.

—Home Lovers' Magazine.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## A WELCOME VISITOR.

*Editor American Elevator and Grain Trade:*—  
Enclosed find one dollar for the "American Elevator and Grain Trade" to July, 1905. Your journal is a welcome visitor, and we would not like to be without it.

Yours,

Chambersburg, Pa.

COYLE &amp; DIEHL.

## FOUND A SITUATION.

*Editor American Elevator and Grain Trade:*—  
Enclosed please find payment for advertisement in July issue. I received your bill on Saturday and to-day (Monday) the offer of an elevator.

Very truly yours,

Converse, Ind.

HARRY E. GARRISON.

[Mr. Garrison advertised for a situation as manager of an elevator.]

## CHANGES AT CAMPUS.

*Editor American Elevator and Grain Trade:*—  
We have sold our elevator, lumber and coal business to the Campus Grain Co., giving possession on August 1. The Campus Grain Co. is an aggregation of farmers, incorporated for \$8,000. We are unable to say how they intend to conduct their business.

Yours very truly,

Campus, Ill.

MAGUIRE BROS.

## UNIFORM BILL OF LADING OBJECTIONABLE

*Editor American Elevator and Grain Trade:*—  
The proposed new bill of lading would, we think, work disaster among shippers if it should be established; and we certainly will work against this. We have not studied the matter as to how it could be changed to be just as serviceable to grain dealers, but certainly think its present form can be improved upon.

Yours very truly,

A. A. BERRY SEED CO.,

Clarinda, Ia.

Per M. A. B.

## FROM MADISON, S. D.

*Editor American Elevator and Grain Trade:*—  
The Alliance Elevator Co. of Madison are tearing down part of their flat house and will build an elevator, thus increasing their capacity to 30,000 bushels. The house will be ready for the fall trade.

Crops are looking well here, and lots of barley is in the shock. The barley harvest will be general next week. There was considerable complaint of shelling off by hard winds a week ago. Oats look fine and some are nearly ripe. Wheat looks well, and flax was never reported better at this time of the year.

The corn acreage was increased over last year; some of it is very thin, but all is making good

growth, but late. Generally the weather is cold, especially at night.

Hay, of all kinds, is a big crop and timothy got up in fine condition. Ideal harvest weather at present. Yours truly,

ALBERT WEDGWOOD.

Madison, S. D., July 23.

## BUSINESS CONTINUES WITHOUT INTERRUPTION.

*Editor American Elevator and Grain Trade:*—  
We regret to advise that our main office and warehouse, located at Water and Walnut Streets, Cincinnati, were totally destroyed by fire at 2 a. m., on July 12, loss on building and stock being about \$125,000, fully covered by insurance.

While the building was comparatively new, having been erected about 1895, the site was one of the old landmarks of Cincinnati. Henry Heile, of the old firm of Heile Bros., has been engaged in the wholesale grain, hay and feed business at this corner and the immediate vicinity for the past fifty-seven years, and is consequently one of the best-known grain dealers in this section of the country.

The active affairs of the firm are now conducted by the sons, under the name of Henry Heile & Sons. Temporary quarters have been secured at 116-118 East Water Street, and there will be no interruption to our receiving and shipping business, which, if possible, will be conducted on a larger scale than ever.

Respectfully yours,

Cincinnati, O.

HENRY HEILE &amp; SONS.

## THE REFORM AT ST. LOUIS.

*Editor American Elevator and Grain Trade:*—  
In your issue of July 15, page 49, we read with pleasure your article entitled "St. Louis Weights." We assure you this article will, without a doubt, be fully appreciated by all interested in the St. Louis grain trade.

We are pleased to state that our Merchants' Exchange weighing department is now in almost absolute control of the weighing done at St. Louis and East St. Louis; and, what is best of all, the St. Louis Merchants' Exchange has taken a step in advance of all other boards of trade in ruling that on all grain weighed in St. Louis and East St. Louis no tare shall be allowed the purchaser, but that positively actual weights, as shown on the Merchants' Exchange weighing department's certificates, shall govern settlement.

We as well as all other merchants in St. Louis appreciate this action, knowing it will be appreciated by the entire Western country, and we believe it to be only a question of a short time when other large markets will fall in line and take similar action. Our firm has for many years contended that buyers were not entitled to such tare, as it has been the custom to allow, and we are certainly heartily in accord with the action recently taken by our Merchants' Exchange.

Yours very truly,

EATON, McCLELLAN &amp; CO.,

St. Louis, Mo.

Per C. W. M.

## MILLERS AND GRAIN DEALERS.

*Editor American Elevator and Grain Trade:*—  
Inasmuch as the miller desires first-class wheat for grinding, it is very necessary for him to establish relations with some reliable house, post them as to the quality of wheat he desires, and, by paying a fair profit on the transaction, there should be no difficulty in his obtaining such wheat as the requirements call for.

We believe this is the plan usually adopted, and are not aware that the millers are making any very strenuous effort to obtain the wheat from first hands, for the reason that they would be obliged to have a very large storage capacity in order to take care of the grain during the first rush to market. Terminal elevators at the large primary markets take care of that work, enabling millers to buy the grain from time to time as they need it for grinding.

We know, of course, that one of the objections to

this plan is the complaint as to blended wheat, and there is no doubt considerable ground for such complaint. Nevertheless, there is generally sufficient stock of virgin wheat on hand at nearly all terminal points so that those millers who desire this class of grain can obtain it. They may naturally have to pay some premium for it, but that would be necessary if they were buying it from any other source.

We do not pretend to state any new facts and hardly believe that this will throw any light on the subject, but we give the above for what it is worth.

Yours very respectfully,

Davenport, Ia. D. ROTHCHILD GRAIN CO.

## UNIFORM BILL OF LADING.

*Editor American Elevator and Grain Trade:*—  
A bill of lading issued by a railroad to a shipper is nothing more or less than a civil contract entered into between said railroad, or carrier, and the owner, or shipper, of the article named in the bill of lading. Consequently all of the conditions named in said bill of lading are agreed to by the shipper when he receives said bill of lading; or, in other words, when he signs duplicate ordering the railroad to issue to him said bill of lading with the conditions thereon printed.

Now, what are the conditions of the bill of lading, for there is but little variance between the new and the old? In short, as they relate to the grain trade they are as follows:

If a dealer ships grain or seeds in bulk, he loads into the car a certain amount; puts down the accurate weight on the bill of lading, and sends it forward to destination; and when the consignee unloads and weighs the same, he makes returns to the shipper. If all the conditions of the bill of lading are faithfully lived up to, the shipper must take just what the out-weights and condition of the grain show. He can collect for no damage or loss from any source whatever, excepting by wreckage of the car, if the conditions printed on the back of the bill of lading are strictly enforced.

Under Section 1 of conditions on the back of the bill of lading, the shipper agrees that the carrier is not responsible for any loss or damage on account of floods or fire, by quarantines, riots, strikes, stoppage of labor, leakage, wet or decay.

Under Section 2 the shipper agrees that the carrier is not responsible for delay on account of delivery. The words are as follows: "No carrier is bound to carry said property by any particular train or vessel, or in time for any particular market, or otherwise than with as reasonable dispatch as its general business will permit." So that if there is a blockade on the roads there is no recourse on the carrier.

Under Section 4 the shipper agrees that the carrier is not liable for difference in weight or shrinkage of any grain or seeds carried in bulk. This clause, if strictly enforced, relieves the railroad from responsibility of stealage or loss from any other source.

Under Section 5 the railroads' responsibility ceases twenty-four hours after arrival of cars, and yet they charge demurrage for the car until it is unloaded.

So, in summing up the whole matter, the owner carries the risk of the grain while in transit and until delivery. These conditions are practically the same in both the old and the new bill of lading. It is true that the railroads have not always strictly enforced all conditions above enumerated, but may we not reasonably suppose that the intent of the new bill of lading is that they shall be enforced to the strict letter?

It is a one-sided affair, in which the shipper has no rights whatever. We believe that the rights of the shipper and the carrier should both be protected alike, but they certainly are not both protected either under the new or the old bill of lading.

Yours truly,

CRABBS, REYNOLDS, TAYLOR CO.

Per A. E. Reynolds, Pres.

Crawfordsville, Ind.



## SOUTHERN WHEAT COMES WEST.

For the first time since 1877 Baltimore, in July, shipped Southern wheat to millers in Pennsylvania, New York and Ohio, whose supplies of winter wheat had run out before new crop local wheat was ready to come upon the market.

The first of these shipments westward was made from Baltimore early in the month (July) and they continued at intervals up to about the 20th day of the month. The first consignment consisted of about 5,000 bushels for Cincinnati, and was shipped by the Canton Export Company. Wheat aggregating 50,000 bushels was shipped to Western points by this concern alone during July. On the 19th a carload of wheat was shipped from Baltimore to the West by C. P. Blackburn & Co., who made other shipments, as did Lederer Bros. and other firms on the floor of the Baltimore Chamber of Commerce.

This record is made not so much because the shipments mean anything of a permanent nature, but because they are unusual. Southern wheat had gone into Baltimore quite freely during the first half of July, being, as usual, the first of the new crop to reach that market; but nevertheless the amount was this year less during the month than a year ago.

This grain comes into the port on the little vessels trading with the Bay ports of Maryland and Virginia, which carry from 800 to 2,500 bushels each, in bulk, fifteen to twenty-five of these boats arriving daily. The vessel on arriving in port ties up in Canton Hollow, while the captain takes samples of her cargo to the receiver who displays the samples on 'change. When the grain is sold, the vessel goes to the elevator and is unloaded. After the wheat season is over the same boats will haul watermelons and vegetables to Baltimore, and after these are gone they bring in oysters.

The steamboats also bring in wheat in bags, which is usually bought by the "mixers" for export, though some of it goes to the local mills.

## NEW RULES AT NEW YORK.

The new rule for grain deliveries at New York became effective on August 1. It applies at present only to New York elevators, no arrangement having as yet been effected with Buffalo, although negotiations are in progress looking to arrangements with Buffalo elevators.

There are, however, practically no August deliveries which would be affected by the lack of Buffalo elevators.

Contract deliveries may be in lots of 5,000 bushels in any licensed elevator in New York or Buffalo. New York deliveries will be as heretofore customary, Buffalo deliveries will be less the published at-and-east-of-Buffalo rail rates and an additional ½c. per bushel equalization, together with several days' free storage to buyer, instead of present three days at New York. The deliveries may be made of the following grades with the conditions as stated:

**WHEAT.**—In carlots of 5,000 bushels: No. 2 red winter, even; No. 1 northern spring, even; No. 1 hard spring, even; No. 2 hard winter, 2 cents off; No. 2 white winter, 2 cents off; No. 3 red winter, 5 cents off; No. 2 northern spring, 5 cents off; No. 3 hard winter, 7 cents off.

**CORN.**—In lots of 5,000 bushels: No. 1 white, No. 2 white, No. 1 yellow, No. 2 yellow and No. 2 corn, even; No. 3 corn, old, 3 cents off; No. 3 white, 3 cents off (the last applying to deliveries September to February, inclusive, or No. 3 white, No. 3 yellow, No. 3 corn, 5 cents off March to August, inclusive).

**OATS.**—In lots of 5,000 bushels: No. 1 white clipped, No. 2 white clipped, No. 1 white oats, No. 2 white oats and standard oats, even; No. 3 white clipped and No. 3 white oats, 1 cent off.

The at-and-east-of-Buffalo rate will be advanced ½c. to-day (August 15), and another ½c. on September 1, placing it back to a basis of 4c. from Buffalo on wheat. The advance is said to be in part the result of the urging of the mills for a more equitable rate between flour and grain.

## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

## Damages for Breach of Warranty of Grain.

In an action brought to recover money alleged to have been overpaid on what were ordered as "Texas red rustproof seed oats" one witness testified that oats raised in the Indian Territory and Oklahoma came within the description words; others that it meant only those raised in Texas. A non-suit was granted, but the Supreme Court of Georgia holds (*Americus Grocery Co. vs. Brackett & Co.*, 46 Southeastern Reporter, 657) that it was for the jury to decide whether "Texas red rustproof seed oats" described a specific variety, regardless of where they were raised, as "Irish" potatoes includes those raised outside of Ireland; or whether the trade meaning included those grown in the state of Texas, deriving their special value from the character of the soil and climate. A sale of an article by a particular description imports a warranty that the article sold is of the kind specified.

Assuming that there was, in fact, a breach of warranty, the court holds that a recovery would not be defeated because the price advanced and several weeks later the plaintiff sold the oats (raised in Oklahoma) at a profit. The law does not allow the rights of the parties to depend upon the subsequent fluctuations of the market. Where there has been a breach, the measure of damages is fixed at the difference between the value of the goods ordered and those delivered at the time and place of the delivery. The amount which the plaintiff would be entitled to recover is not affected by the subsequent rise or decline in prices of those ordered or of those delivered; nor is it changed by the fact that the plaintiff subsequently resold at an increased or decreased price. Often in fact, and always in theory, the party who is damaged by such breach of a warranty of personal property can resell on the same day, or he can retain the goods at that day's market price, and the difference thus calculated represents his actual loss as well as the measure of legal damage. If the goods thus retained decline in value, the amount he is entitled to recover is not increased; if the goods advance, the defendant's liability is not lessened. The rights and liabilities of each are fixed on that day, and subsequent changes in the value of the goods ordered or delivered are wholly immaterial.

In other words, it would seem that where there is a breach of warranty in the sale of grain, the buyer can resell on the same day or retain the grain at the market price, thereby fixing the exact amount of the damages to which he is entitled for the breach. Where grain inferior to that ordered is delivered, the measure of damages is the difference between the contract price of that ordered and the market price of that delivered, at the time and place of delivery. The fact that the inferior grain delivered subsequently increased in value and was resold by the plaintiff at a price above that paid, would not deprive him of the cause of action which accrued and became fixed as to the measure of damages on the day of the breach.

## Rights of Elevators In and Out of Association.

Unquestionably, the fourth appellate division of the Supreme Court of New York says (*Kellogg vs. Sowerby*, 87 New York Supplement, 412), any number of elevator owners have the right to adopt a plan of cooperation to protect their common interests and to prevent a hostile and unprofitable competition for business between themselves; and, to that end, they may agree to place their earnings in a common pool and to divide them pro rata upon the basis of agreed percentages. Certainly, if by such arrangement elevating charges were not unduly increased and proper and adequate facilities were afforded to the public, it was not unlawful and in no manner infringed upon the legal rights of the owner or owners of other elevators.

In this case there was an elevating association formed, where the arrangement was in effect, that all the owners of rail elevators at the port of Buffalo should devote their respective properties to the purposes of the association; that it should agree to properly elevate all grain consigned to any of such elevators at a price less than they were authorized by law to charge, to wit: One-half cent per bushel; and that the net profits of such elevating should be distributed among such elevator owners in accordance with a rate of percentages also agreed upon. Simultaneously with the organization of such association, a con-

tract was entered between it and each one of certain railroad companies, which provided, in substance, that such railroad company would pay to the association one-half cent per bushel for all grain transported by it which came into the port of Buffalo directed to any rail elevator and independent of whether such grain was handled by the association elevators, or by those not belonging to or controlled by it.

The court says that it might assume that the owners of an independent elevator were not entitled to complain because of the organization of the association, or on account of the contract entered into between it and the railroad companies, provided their acts done under or in pursuance thereof were not such as to unjustly prejudice such owners' legal rights in the premises, among which was the right to operate their elevator upon equal terms with their competitors—its location, equipment, management, and all other conditions being as favorable for the transaction of its business—and the right to have grain which was elevated by it carried to its destination by any of the railroad companies upon the same terms as grain handled by the competing elevators was carried. And the court says that if we assume that it was entirely competent for the owners of elevators in the city of Buffalo—any or all of them—to enter into such an agreement, it certainly was also within the rights of the owners of the elevator mentioned to refuse to join such proposed association or to accede to its suggested plan of operation in the premises. They had an absolute right to say that the elevator owned by them they proposed to run and operate as an independent concern and would invoke the protection of all law to enable them to successfully operate it in competition with the other rail elevators at the port of Buffalo, whether members of any association or otherwise.

But, according to the court, precisely what was to be expected happened; the railroad companies sought to reimburse themselves for the one-half cent a bushel which they agreed to pay to the association on grain carried by them, even if elevated by the independent elevator, and which such association had in no manner earned. That was accomplished by compelling the owners of that elevator, in effect, to pay such companies one-half cent a bushel as elevator charges for all grain delivered to them for transportation by such elevator instead of paying such charges to the owners of that elevator, the result of which was to make all grain which passed through that elevator pay a charge of one cent a bushel in case the owners of the elevator received one-half a cent a bushel for elevator charges, the amount received by all the other rail elevators at the port of Buffalo. The court holds that the railroad companies could not protect their interests as elevator owners by entering into contracts as common carriers, which as such they were by law prohibited from making. And it holds that their acts in refusing to handle grain from the independent elevator upon the same terms that they handled grain from the other elevators was unlawful, and such refusal being the natural result, and that contemplated by the association when it entered into the contracts referred to, it became a party to such unlawful acts and equally liable with the railroad companies therefor.

The court further holds that it was not important in this case that the owners of the independent elevator may have had a right of action against the association for any moneys paid to it by the railroad companies and received by them for the elevation of grain by such owners at their elevator. Neither was it important that such elevator was located upon and that the grain was delivered to the railroads by means of a branch road or a switch, accessible to all the railroads and which existed solely for the purpose of delivering freight to them from shippers located upon its line, the charge for such service being uniform. The railroad companies, under the circumstances, were not at liberty to discriminate against the owners of the independent elevator because of those conditions. Undoubtedly they might have refused to send their cars over said road for the convenience of any shipper, but, having adopted the plan of doing so, they had no right to make an exception as against the owners of the independent elevator.

Pennsylvania farmers, at least some of them, seemed to need workers at harvest more than did Kansas, and in Berks County, where the hay and the grain were both heavy, wages of \$2 to \$2.25 per day for men were common, while many women were employed at \$1 to \$1.25 and board.

Indiana millers operating in the neighborhood of Anderson at a recent meeting decided to pool interests in buying wheat from other states. It was estimated that not more than 15 per cent of the supply needed by millers can be secured in Indiana. They will undertake to buy not less than 50,000 bushels for single shipments.



## AGRICULTURAL DEPARTMENT INSPECTS GRAIN IN TEXAS.

The Agricultural Department has been giving "clean bills of health" to grain shipped from Texas into Louisiana to conform to the requirements of the Louisiana Pest Commission which recently modified its rules and regulations permitting Texas grain to enter that state for consumption.

The inspection is directed by A. W. Morrill, entomologist, who has had a temporary office at Dallas, and the movement of grain toward Louisiana has been sufficient to keep one man busy passing upon it as free from the boll weevil. Mr. Morrill explains this action of his Department:

"Some time ago W. D. Hunter of the Agricultural Department made arrangements with the Louisiana Crop Pest Commission whereby the quarantine restrictions against Texas grain were considerably modified. Under the belief that the boll weevil would be carried into Louisiana by shipments of Texas grain, the Commission quarantined against this state. By the work of Mr. Hunter the Commission was convinced that there were no weevils in certain parts of the state, and allowed those parts certain concessions.

"The Commission ordained that shipments of carload lots of sacked oats, cow peas and shelled corn and wheat consigned during the months of July, August and September will be certified by the United States Department of Agriculture if stored, in warehouses approved by the department, for ten days previous to shipment. Such certificates are based upon the sworn statements of the shipper relating to original consignment and actual examination when necessary. The counties or parts of counties which were granted the right to ship grain under our inspection are: Bowie, Cass, Collin, Cook, Delta, Denton, Fannin, Grayson, one-half of Hopkins, one-half of Hunt, Jack, Lamar, Red River and Wise, as it was not believed there were weevils in these communities.

"Our method of inspection is the most practical. While we keep one man on the road nearly all the time, it would be impossible to make a personal inspection of all the grain shipped. In communities where these concessions have been granted, authorization is granted upon the application of the shipper, and when we are convinced that there is no weevil in the locality of the origin of shipment, we issue a certificate which permits the grain to pass into Louisiana. An authorization, or certificate, has to be obtained for every shipment, and the shipper must make a sworn statement to Mr. Hunter as to what has been done with the certificate."

## FLAXSEED CROP OF 1904.

The Duluth Commercial Record has issued a table estimating the flaxseed crop of 1904, in which the acreage is figured at 2,055,750 acres and the prospective yield per acre at 8.90 bushels, making a total of 18,263,000 bushels. Concerning the method by which the above figures were arrived at that paper in its issue of August 5 says: "The Commercial Record has always endeavored to furnish, in July, an approximate estimate of the flaxseed area for the year, and probable yield per acre. But early this year it was quite evident from the movement of flax that the area for 1903 has been estimated too low, and that this error arose through faulty methods of gathering information. We determined in ascertaining the area for 1904 to discard entirely the basis formerly used and establish a new method. This has been done by taking the movement of flax by railroad lines, ascertaining the amount shipped from each station on each line the average yield at each station and the percentage of area this year, compared with last. The prospective yield is based on conditions existing July 30 and, while there is some allowance for deterioration during August there is a fair sized average that will not be harvested before September 5 to 10 with the possible accidents to be considered." Concerning the annual consumption of flaxseed the same paper has the following: "In connection with the flaxseed estimate in another column, it might be interesting to try and discover what has happened to the surplus. This time last year it was generally agreed that the surplus seed and oil carried forward from previous crops was around 10,000,000 bushels, although it was impossible to find all of it. On the basis of a 20,000,000 bushels annual consumption, we should have about 7,000,000 bushels to add to that this year, figuring Iowa and the Southwest at 1,000,000 bushels in addition to the 25,688,000 received in the Northwest. This would make a total of 17,000,000 bushels. Where is it? At the outside there may be a million of seed in public and private storage at Minneapolis. There is 6,000,000 at Duluth. The Independents in the East and the American may have as much as another million, but it is more likely less than half

that. At Minneapolis, Buffalo, Chicago and New York there is possibly a total of 125,000 barrels of oil in crushers' hands, say, the equivalent of 2,500,000 bushels of seed. This figures a total of about 10,000,000 bushels. The oil trade is certainly without large stocks, but suppose for good measure we call their stocks the equivalent of 1,000,000 bushels. This leaves 6,000,000 to account for on the three years' movement. We have been underestimating consumption. A prominent eastern crusher said the other day, "The expansion in the South and Middle West has undoubtedly been so large that we have failed to keep track of it. I should not be surprised if the annual consumption of flaxseed is larger than any of us supposed." With the exceptionally discouraging conditions, weather and labor, that prevailed this spring it is probable the past year's actual consumption was less than the previous year, and an estimate of 22,000,000 bushels as annual requirements would not be far wide of the mark."

## MILWAUKEE HANDICAPPED.

"The grain receipts of Milwaukee show a total of 38,359,949 bushels, exclusive of such grain products as flour, malt and mill feed. While these figures show an increase over the total receipts of 1902 of 4,346,379 bushels, the result is disappointing for reasons that should not exist and that it is hoped the near future may see removed," says W. J. Langson, secretary of the Milwaukee Chamber of Commerce, in his report on the business of the chamber for the year 1903, just issued.

"Considering the great advantages of Milwaukee as a shipping port, the immense tonnage of vessels coming here laden with coal, iron ore and merchandise, the rapid development of the ferry systems crossing Lake Michigan, bringing several of the great eastern trunk lines of railway practically to our door, and the agricultural resources of the country tributary to this market, there is no valid reason why Milwaukee should not handle at least 100,000,000 bushels of grain annually in place of an average of less than 40,000,000. The two railway systems that enjoy a monopoly of the carrying trade west from Milwaukee hold the key to the situation, and they owe it not less to their own interests than to the welfare of Milwaukee to foster its grain business by providing facilities corresponding with those of competing terminals and making such rates as will bring a fair proportion of the surplus grain products of the Northwest to this market. That is what Milwaukee has a right to expect of them and it is in line with their own profit as well as that of Milwaukee. It seems incredible that the needs of the occasion in this respect could be much longer ignored by them.

"Including flour reduced to bushels and malt, the total receipts of 1903 were equivalent to 56,434,915 bushels of grain, against 52,826,931 bushels in 1902, and the shipments to 43,979,107 bushels of grain, against 41,503,670 bushels of grain in 1902."

## SUMMER RATES AT BUFFALO.

The Western Elevating Association of Buffalo on August 6 posted a schedule of special summer rates for the storage of grain, to terminate on October 1. The schedule and the conditions attached read as follows:

"Arrangement can be made, upon application to the secretary previous to unloading, for a special summer storage rate of three-eighths of one cent per bushel for each thirty days or parts thereof (after the first ten days).

"This will be effective on grain received up to and including August 31 next.

"The summer storage rate will terminate absolutely on October 1 next, and all grain stored on this special rate, remaining in store after that date, will be subject to the regular storage charge of one-fourth cent per bushel for each ten days or parts thereof after that date, regardless of when it was received in store.

"Grain will be charged regular storage, unless application for the special rate is made to the secretary by the consignee before the grain goes in store.

"No grain will be transferred to the special summer storage rate after it is in store."

In connection with this notice the following has been issued:

"On and after September 1, 1904, the commission charge for receiving, selling and accounting for wheat consigned in carload lots to members of the Chamber of Commerce of Buffalo engaged in the grain business shall be one cent per bushel."

A grain inspector has been stationed at Sleepy Eye, Minn., by the Warehouse Commission of that state. His fee is 25 cents per car.

## SHRINKAGE IN WEIGHT OF HAY.

A considerable difference in shrinkage occurs between hay cured in dry weather and hay cured when the atmosphere is more or less moist. For this reason the shrinkage in hay in a dry climate is usually smaller than in the more humid regions.

At the Kansas Experiment Station small quantities of thirteen different kinds of hay buried in the mow from four to six months shrank 4.5 per cent on an average ranging from a 14 per cent loss to a 3 per cent gain.

Five tons of very dry timothy hay stored in a mow for six months at the Michigan Experiment Station lost nearly 7 per cent, and in another test 5,600 pounds of the same kind of hay in good condition placed in the mow July 6 had lost 776 pounds, or 13.8 per cent, by February 18 following.

Practical men estimate that hay put in the mow when in good condition usually shrinks about 20 per cent by the time it is baled.

The Utah Experiment Station has reported a loss of a little over 15 per cent in a ton of timothy hay after it has been kept in the barn for nine months. A stack of timothy hay containing a little over two tons and built in the open had gained a little over 1 per cent during the same time.

The results with clover hay at the same station show a loss of 3.75 per cent during nine months when kept in the barn and a gain of 10 per cent for the same period when stacked out of doors.

## THE FIRST HALF OF 1904.

The summary of internal commerce for the first six months of 1904 by John F. Crowell, internal commerce expert of the Department of Commerce and Labor, shows that to June 30 the receipts at twelve primary grain markets were considerably below those of last season. The total receipts in June were 6,000,000 bushels below those of June, 1903, when 49,504,166 bushels were reported, compared with 43,682,671 bushels this June. For six months this year receipts were 268,463,781 bushels and 283,346,361 bushels last year, showing a shortage of about 5 per cent. The markets which have thus far in the year increased their receipts over those of the first half of 1903 are Cincinnati, Kansas City, Louisville and Minneapolis.

The season's business on the Great Lakes, with few exceptions, failed to reach the volume of the preceding year. For six months just past 6,654,212 tons of freight were received, compared with 19,074,608 tons in 1903 and 18,135,978 tons in 1902, indicating that the current season's operations to date were a little more than one-third as large as in either of the two preceding years. A noteworthy exception in lake business is the quantity of grain and flaxseed moved. Receipts for the month of June, 1904, were 15,625,497 bushels, compared with 14,987,670 bushels last year and 10,218,145 bushels in 1902. The vessel movement for six months included 15,861 arrivals, of 12,625,545 tons. A year ago the total was 25,315,438 tons.

At the North Atlantic seaboard receipts of grain at five leading ports of export, including flour and meal reduced to bushels, for six months, were 81,258,879 bushels, compared with 133,021,005 bushels in the first half of 1903. A comparison of receipts and shipments at the different ports shows that the last year has been one of a much larger proportionate local consumption. Boston, for example, received 12,621,261 bushels of grain, and shipped 6,600,641 bushels, or 52 per cent of the receipts. Last year 69 per cent of receipts were shipped on a much larger total of receipts. At Philadelphia shipments were 62 per cent of receipts this year and 73 per cent last year. At Baltimore the current year's shipments were 70 per cent of receipts, in contrast with 77 per cent in 1903.

Gulf ports have shared with other seaboard markets in the decrease in receipts of grain. At New Orleans 8,067,959 bushels were received in six months this year and 21,330,839 bushels in 1903. Various explanations have been offered for this change, among which are the relatively larger domestic demand in the East for consumption, increase in the quantity of winter wheat shipped from south of the Missouri to Northwest milling account, and the active demand for feeding purposes in the central West.

Receipts of grain at San Francisco, including flour reduced to bushels, in six months, were 8,385,306 bushels, in contrast with 9,622,839 bushels in 1903.

On the Pacific Coast 2,338,704 barrels of flour were shipped from Portland, Seattle and Tacoma for oriental destinations only in twelve months ending June 30, compared with 1,780,606 barrels last year.

Montana white oats have been going recently all-rail to Boston at 59½ cents there. The demand is for feeding, a status where price cuts no figure.



## FIRES--CASUALTIES

Sheets Bros.' elevator at Cleveland, Ohio, was burned on August 11; loss, about \$16,000; insured.

On July 23 D. G. Gould, manager of the Peavey Elevator at Concordia, Kan., caught his leg in the flywheel of the gasoline engine which he was endeavoring to start.

The Royal Elevator Co.'s elevator at Manfred, N. D., was struck by lightning recently and burned to the ground.

The premises of Grady & Grady, dealers in grain, hay, feed and fuel, at San Rafael, Cal., are reported to have been destroyed by fire.

The E. B. Greathouse Grain Co.'s elevator at Temple, Texas, collapsed on July 18, spilling the contents, consisting of 75 carloads of oats, out upon the ground.

The Atlas Elevator Co.'s elevator at Miranda, S. D., was burned recently. It contained about 4,000 bushels of grain. The house was insured and will be rebuilt at once.

An old elevator at Mattoon, Ill., located near the Big Four tracks, burned on the morning of July 24. It was owned by E. and I. Jennings and was valued at about \$500.

McLaughlin & Ellis' elevator at Cartwright, Man., burned on the afternoon of July 17. It is supposed to have caught fire from a passing engine. About 1,000 bushels of oats and some wheat and flax were destroyed.

The Thorstenburg Elevator at Brookville, Kan., burned on July 30. Two cars filled with wheat were also destroyed. The origin of the fire is not known, but it is thought to have possibly been started by tramps. The estimated loss is about \$3,000, with small insurance.

Fire at Durand, Ill., on July 26 destroyed four buildings, including Bokhoff & Graham Bros.' elevator, causing a total loss of \$25,000. The grain firm's loss is estimated at \$7,000, with \$5,800 insurance. The fire had its origin in a frame hotel building located near the elevator.

George Torbert's bean elevator at Interlaken, N. Y., was burned together with its contents on the night of July 23. The cause of the fire is not known. Several hundred bushels of beans were burned. The loss is estimated at about \$10,000, most of which is covered by insurance.

Fire of unknown origin at an early hour on the morning of July 21 destroyed the two-story brick building at Decatur, Ala., occupied by the wholesale grain and hay business of Scruggs & Echols. The loss on building and stock is estimated at \$45,000, partially covered by insurance.

Clarence Otstat of Ottawa, Ill., aged 11 years, was smothered in Milton Funk's grain elevator at Kernan, Ill., on July 25. He and a boy of about his age were playing in a bin from which the grain was being spouted into a car. His life was extinct when his body was taken from the bin.

The Jaques & Tinsley Co.'s hay, grain and feed warehouse at Macon, Ga., burned on the morning of July 28, causing a loss of about \$2,000, covered by insurance. The burned building was a one-story frame structure, covered with corrugated iron. It contained a quantity of baled hay, corn and oats.

The Columbia Elevator Co.'s elevator at East St. Louis, Ill., was destroyed by fire at an early hour of July 24. About 4,000 bushels of wheat were also burned. The fire started on the top floor of the elevator. The elevator was a three-story frame structure, 50x50 feet in size, and was valued at \$20,000. The wheat was valued at \$3,500. The loss is partially covered by insurance.

The Bartling Grain Co.'s elevator at Paul, Neb., burned to the ground on the afternoon of July 21. The fire is supposed to have started in the boiler room. The interior of the elevator was a mass of flames when the fire was discovered, and as the village has no fire fighting apparatus, the building burned to the ground in a very short time. The loss is estimated at \$4,000 and is said to be covered by insurance. The elevator will be rebuilt at once.

The old grain elevator in Boston, Mass., owned by the New York, New Haven & Hartford Railway, was destroyed by fire of unknown origin on the afternoon of July 30. The burned elevator was of brick and frame construction and was erected many years ago by the Boston & Albany Railroad Co. It had 1,500,000 bushels' capacity, but was abandoned and a few years ago passed into the hands of the N. Y., N. H. & H. Railway. The railway officials valued the building at \$50,000 and its equipment and power plant at \$50,000 more. The

insurance carried on the property is reported at \$50,000.

At Plainfield, Ind., on August 8 a grain elevator was burned, catching fire from a wrecked passenger train on the Vandalia Line.

The elevator at Nilwood, Ill., owned by Henry Cooper and operated under lease by F. B. Huber, was burned at about 3 o'clock a. m., July 12. At the time of the fire the building contained about 1,500 bushels of corn, a quantity of hay and some farm machinery, all of which were destroyed. The origin of the fire is not known. The elevator was valued at \$4,000 and the contents at \$1,800. There was \$2,500 insurance on the building and \$1,000 on its contents.

The elevator at Goddard, Kan., owned by the Nevling Elevator Co., was destroyed by fire on the morning of July 27. The elevator contained about 300 bushels of wheat. It is said that the fire started from the careless handling of matches by some tramps in a box car near the elevator. A bucket brigade succeeded in saving near-by buildings. The elevator will be rebuilt at once. The total loss is about \$2,000, said to be covered by insurance.

Fire of unknown origin, on the morning of July 12, destroyed the five-story brick building and contents at the corner of Water and Walnut streets, Cincinnati, Ohio, occupied by Henry Heile & Sons, hay, grain and feed dealers. The loss, estimated at \$125,000, is covered by insurance. The fire started on the third floor, which was filled with hay. The burned building was erected and owned by Henry Heile, head of the firm, who has been in the grain and hay trade at Cincinnati since 1847.

Sparks from an Illinois Central passenger train are supposed to have caused a fire at Seward, Ill., on the morning of July 29, which resulted in a loss estimated at \$20,000. The elevator, owned by the B. P. Hill Grain Co. of Freeport, Ill., a general store, the postoffice, a hardware store and other structures were destroyed. The fire started on the roof of the elevator and was discovered at about 11 o'clock a. m., just after a train had passed. The elevator contained about 1,000 bushels of grain.

The Farmers' Elevator at Fairlands, Ill., situated on the 'Frisco right-of-way, was destroyed by fire on July 22, causing a loss of about \$8,000. The fire started in the engine room. The elevator contained 9,000 bushels of corn, all of which was destroyed, together with a freight car on the sidetrack containing about 2,000 bushels of corn. The fire is believed to have been started by sparks from a locomotive. The loss was partly covered by insurance. It is said that the elevator will probably be rebuilt.

The elevator at Crane, Ind., owned by the Crabbs-Reynolds-Taylor Co. of Crawfordsville, Ind., was burned on July 30. The fire started at about 11 o'clock a. m.; origin not known. The elevator was built in 1891 and was afterwards bought by the Samuel Born Grain Co., who enlarged and improved it. About two years ago it was purchased by the Crabbs-Reynolds-Bell Co. It had a capacity of 15,000 bushels and contained about 5,000 bushels of grain, mostly corn. The loss is estimated at \$15,000, partly insured. It is understood that the company will rebuild at once.

The building at 110-112 South College Street, Nashville, Tenn., occupied by John A. Tyner & Co., dealers in hay, grain and feed, was entirely destroyed by fire of unknown origin on July 19. The fire was discovered at about 6:30 o'clock p. m., by the colored porter. The burned structure was a two-story-and-basement brick, and was filled with hay and grain. Most of the hay was stored in the basement. The remainder of the building was used for the storage of grain. The building was valued at \$5,000 and was not insured. Tyner & Co. were lessees of the building, and their loss on stock is estimated at about \$5,000, with \$3,000 insurance. They have resumed business in other quarters.

Fire which for a time threatened to destroy a large section of South Chicago, caused damage estimated at \$300,000, on the morning of July 15. Starting in the large grain elevator at Eighty-seventh Street and Ontario Avenue, owned by the Baltimore & Ohio Railroad, and known as Transfer Elevator "A," the flames spread over a distance of a block or more. The elevator, with its contents, valued at \$280,000, was totally destroyed. Nearby dwellings and freight cars caught fire from the sparks from the burning elevator and about twenty small dwellings were destroyed, rendering nearly twenty families homeless. About fifty freight cars were burned. The fire was first discovered shortly after 1 o'clock a. m., by N. L. Nuff, night watchman in the elevator. In fighting the fire one city fireman succumbed to the heat and smoke and died shortly after being taken to the hospital. Transfer Elevator "A" was built in 1901 and had a capacity of 500,000 bushels. There was not a large quantity of grain in the house and it

was held by various concerns, the Great Western Cereal Co. being one of them. The elevator and its contents were well covered by insurance.

A three-story, metal clad, frame building at St. Paul, Minn., used by the Loftus-Hubbard Elevator Co. as a hay warehouse, was destroyed by fire on the night of July 13. The fire is supposed to have been started by tramps. It is said that the warehouse was frequently broken into by the "Knights of the Road," who used it for sleeping quarters. The burned building contained a quantity of baled hay. The city fire department succeeded in confining the fire to the warehouse, although another warehouse near by, operated by the same company, caught fire and was slightly damaged. The warehouse was owned by M. J. O'Neill and was leased by the Loftus-Hubbard Company. The loss on the building is \$1,000, covered by insurance. The value of the stock destroyed is estimated at \$2,500, partly insured.

The Michigan Central Elevator at Toledo, Ohio, operated by the United Grain Co., was totally destroyed by fire on the evening of August 1. The elevator was located near Walbridge Park on the Michigan Central Railroad and had a capacity of 350,000 bushels. It contained about 150,000 bushels of corn and between 75,000 and 100,000 bushels of oats. The fire was discovered at 5:30 o'clock p. m., by John T. Braun, the elevator foreman. It started in the southeast corner of the building about 85 feet from the ground and had a good start when discovered. Inside of five minutes after the fire was discovered the whole interior of the elevator was in flames and by the time the fire department had arrived the building was past saving. Freight cars on the siding near the elevator were saved with difficulty and several near-by dwellings caught fire from the flying sparks, but were saved. The distance of the elevator from the nearest hydrant delayed the work of fighting the fire, as it required 2,800 feet of hose to reach the building from the fire plug. The burned elevator was 100x70 feet in dimensions and 168 feet in height. The original cost of the plant was \$75,000, but later improvements were made to the extent of \$35,000. It was built of 2x8 timbers, of cribbed construction, and was completed about three years ago. The loss is estimated at between \$175,000 and \$200,000. Insurance to the amount of \$104,000 was carried on the grain and \$78,500 on the building. The elevator will be rebuilt as soon as possible.

## SEEDS

Frank H. Battles, a seed merchant of Rochester, N. Y., has made an assignment. His liabilities are placed at \$40,000, with nominal assets of about one-half that sum.

The P. H. Warner Co. has been chartered at Chicago, Ill., with a capital of \$2,500 to deal in seeds, flour and feed. The incorporators are: Philip H., Ernest G. and Minnie Warner.

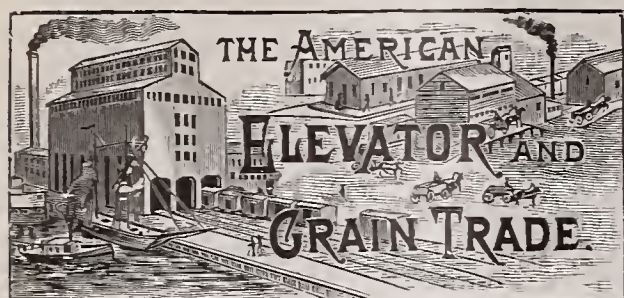
Archibald Smith has retired as manager of the seed department of the Joseph Breck & Sons Corporation, Boston, Mass., and is succeeded by John F. Sharkey. Mr. Smith has removed to Oxford, England, where he will engage in business.

The Montgomery Blue-grass Seed Co. has been incorporated at Mt. Sterling, Ky., with a capital stock of \$15,000. J. M. Biggstaff, M. O. Cockrell, J. M. Pickrell and I. F. Tabb are the incorporators. A brick building will be erected and machinery for handling and cleaning blue-grass seed will be installed. The company is said to be in the market for a power plant and some equipment.

Shenandoah, Iowa, seedsmen are talking of equipping and running a seed corn special train throughout the state of Iowa this fall to advertise the corn which is grown in that territory. Appreciating the value of such a trip from the fact that the trip of Professor P. H. Holden of Ames College last spring was favorably received, the seedsmen are seriously considering a journey from what they term the greatest seed corn locality in the world. They believe Shenandoah seed corn will grow anywhere in the world where corn will grow at all.

F. E. Winans, Chicago, reports as follows on the seed market August 12: The crops of timothy seed this year will be smaller than last year, but the quality will be better. There is more than the usual acreage of meadow being cut for hay both in the northern and southern timothy-raising localities. The reports from the Northwest are not very favorable for a large crop in that locality. So far there has been very little new seed in the market, but is a class of seed that we think will sell to good advantage, as it is brighter than last year. Country lots quotable from \$2.60 to \$3.00.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., AUGUST 15, 1904.

Official Paper of the Illinois Grain Dealers' Association.

#### GRAIN DEALERS AND MILLERS.

Messrs. Blodgett of Wisconsin and Voigt of Michigan read to their respective state associations papers on the relations of grain dealers and millers, which are printed elsewhere in this issue. Both make the appeal for harmony from the miller's point of view, and both have more directly in mind the local relations of the two classes of grain buyers. These relations might in many places be made more cordial, with profit to both dealers and millers. As King & Co. say, "Dealers, don't be jealous of the millers. Treat the farmers fairly, as you cannot be successful without their good-will; but don't rob the bank or your surplus to pay more than the markets justify; start on a profitable basis." These relations can easily be adjusted by getting together, with satisfactory results to dealers, millers and the farmers.

Meantime, the Millers' Federation has been endeavoring to readjust export freight rates on flour and wheat to give the miller a chance which he does not have when the rates favor wheat, as they have for many months. The actual difference in cost between handling five bushels of wheat as a barrel of flour and the same number of bushels of wheat in the berry is not great, yet the difference in rates has been as great as 10 cents a barrel against flour, which is simply ruinous to the millers. As this differential favors only a few wheat exporters without in the least "reflecting back to the country dealer," and does the milling business serious damage, while also increasing the foreign demand for Argentine, Russian and Indian wheats as blends with our (especially Pacific Coast) wheat and foreign natives, the railway discrimination in favor of wheat, as opposed to flour, has been of no substantial advantage to

anyone—probably not even the railroads themselves—and yet is doing the miller, the grain dealer's daily customer, with right relations, a mortal damage.

#### "DOLLAR WHEAT."

Dollar wheat! for the first time since 1898. Will it prove a harbinger of returning prosperity? Will it again, as in 1898, be like the staff of Moses that lets loose the waters of plenty and pours them forth upon a thirsty world of industry and commerce?

For in the popular mind, at least, the bull campaign of Joseph Leiter was the beginning, if not the cause, of a series of years of amazing national prosperity, whose sun is now in unmistakable eclipse. And yet, as the New York Evening Post remarks, "there is no reason inherent in the wheat trade why a dollar a bushel should be a particularly fateful price." Wheat touched a dollar many times in years anything but prosperous before and since the Civil War. Indeed, during the twenty years previous to 1884 there was not a year in which wheat did not rise above the dollar mark—even in 1873, most fateful of the years of commerce, and in 1879, another critical time. But in 1898 Leiter's bull campaign came at the "psychological moment," so to say, when the natural reaction following a long depression waited only for the magic touch of a bold stroke to break its bonds; and dollar wheat did this. The corner was not the real cause of the boom—only a visible incident of its beginning, which has received the credit for the beneficence of forces in action prior to it.

"Dollar wheat" has, therefore, become a watchword of prosperity (although dollar wheat in 1890 came with hard times), on the familiar theory that the farmer's prosperity means that of all, which is not exactly a truism by any means. But the existing industrial situation, complicated as it is by strikes, high prices of living, stationary or falling wages, reduced production and the uncertainties always attending a presidential campaign, marks the present as a time when the question, "Is 'dollar wheat' the forerunner of prosperity?" becomes a crucial one. Let us pray that the question be affirmatively answered.

#### TRANSFER ALLOWANCES LEGAL.

The decision of the Interstate Commerce Commission on the allowances made by the U. P. R. R. Co. to the "Pv" transfer houses at Council Bluffs and Kansas City, published in another column, is quite the most important one the Commission has recently handed down affecting the grain trade. It merits careful reading and study, affecting, as it does, one of the details of the grain trade that is open to considerable abuse through collusion of railroads and shippers and productive of quite unfair competition. The Commission is not unaware of these objections, but in the case at bar professes not to see that there has been abuse. Yet even were abuse of the allowances admitted and their unfairness in competition undeniable, still the Commission is constrained to hold that the allowances are lawful for the reasons stated in the decision.

Doubtless the Commission is legally right—the allowances are not unlawful; nevertheless it will hardly be denied that that fact is unfortunate. The "Pv" companies are said to buy some 60% of the grain marketed at U. P. stations. With allowances made them for "transferring"—unloading—their own grain into their own houses their power to compete with other buyers in the same lines who are not paid an allowance for "transferring"—unloading—their grain into their houses needs no detailed explanation here. That the "Pv" companies may not have been so ungenerous as to exercise their power as competitors is no evidence of the non-existence of unfairness in the allowances as an element of competition.

Besides, the decision holds that it is the duty of the roads to "transfer" the grain or pay the cost thereof. If that is true, it is logically their duty to pay for the loading of grain at country stations, and, pursuing the thought to its final conclusion, to provide a place where the grain is to be collected or stored before loading; that is to say, the country elevator itself. It may of course buy this loading service in the country as it buys it at the termini, in which case the "loading fee" so much talked of once would be a substitute for the railroad's operation of the country elevators; but as that fee would of course be payable to scoopers as well as to regular elevator men, the country elevator man would be no better off than before should the "loading fee" become recognized as quite as legitimate a railway charge as the transfer charge. Of course, the roads would fight any effort to inaugurate the loading fee; but the decision under consideration certainly has opened up the question of the carriers' duty in the premises that may one day cause them much distress of mind, if not raids on their revenue, once its meaning shall have seeped into the agitator's mind.

#### ELEVATOR RECEIPTS.

It is a human habit, when one gets into trouble, to complain that the law does not prevent what a man might easily avoid by taking pains; and the familiar reply of the statesman who deprecates the multiplication of unnecessary statutes, that laws do not enforce themselves, is often illustrated by every-day experience. No more forcible example of this truth has come to notice than the ruling of the Minnesota Supreme Court in a case reported in another column.

A farmer had accepted, as evidence of an elevator company's indebtedness to him for grain delivered to its agent, a number of "slips" which bore upon their faces unexplained, undated and unsigned mathematical computations, which the plaintiff claimed were the computations showing the amount of grain delivered by the wagon loads. Apparently this was a true description of the "slips"; but since the state law of Minnesota prescribes a specific form which all evidence of this kind of indebtedness shall take, the elevator company very properly refused to recognize the "slips." The Supreme Court sustains this position. When a man has his protection in the law, he cannot recover for a loss when such loss is caused by a willful neglect to avail himself of his lawful safeguards.



No business transactions are more carefully regulated in Minnesota than the relations of elevator men and farmers by laws demanded by farmers, who, as it turns out, are the first to plead their own negligence as a cause of action.

The Minnesota law is wholly unnecessary among men who do business on business principles; nevertheless such a law as the one under consideration would not be a burden to any state's statute book, offering as it does ample protection to both buyers and sellers of grain.

### MONTREAL ELEVATOR OPEN.

The Montreal Harbor Trust has at last opened its elevator for business, and the grain trade of the continent will watch with interest and concern the operation of what, we believe, is to be a true public elevator, an institution that has elsewhere practically ceased to exist. There is room for such an elevator—not necessarily a municipal enterprise, but a true public elevator, where the grain of the public may be stored and delivered thereafter on warehouse receipts to its owners without having in the meantime been milked and sophisticated.

Being distinctly a transfer house for American as well as Canadian wheat and American corn on their way to Europe, this elevator is in a position to test the question whether such an elevator is really wanted by the trade. The art and science of sophistication has become so highly developed that the trade may or may not appreciate an institution that will be at least one stop on the grain route where "blending" will not be permitted. The foreign buyer will like the arrangement, but will the shipper, or will the latter be content to work in all his off-grade and screenings at "one fell swoop" before sending it to this Montreal house?

### FARMERS' ELEVATORS.

The craze for building and operating cooperative elevators in the Northwest is likely to be stimulated by the annual reports by existing companies which have been published during the past 30 to 40 days. As the companies have been singularly favored during the past crop year by the trend of the markets, with few exceptions the reports that have come to our attention have been favorable. Most of them have made some money; some a good deal, measured by percentage on the capital invested, although in reality the actual sum is not in any case, perhaps, enough to tempt a good man to take the business off the hands of the owners.

Of course, it is "no funeral of ours," but with another good year ahead, apparently, the only thing that promises disaster to those "independent" companies which have been properly managed so far is the habit of some kinds of farmers to chase after the "pot of gold at the foot of the rainbow" by allowing themselves to be led off into an alliance with the Farmers' Exchange movement, which seeks to "combine" all these companies, with headquarters at St. Paul—a visionary scheme that promises to wreck the successful cooperatives by taking away from them the only thing that gives them an excuse for being or can possibly keep them alive—their independence of management and freedom of action, so necessary even in the best of seasons—

disastrous in the "squally times" which, sooner or later, will hit them.

### UNIFORM BILL OF LADING.

The railroads now announce that the uniform bill of lading will not be put into use until January 1, 1905; but that after October 1 next it will be used tentatively until January 1, apparently to familiarize the public with bills of lading of a "uniform" size of paper (sic). It is also announced that signatures to the bill will not be required of shippers, and that the "not negotiable" feature of the new B/L will stand.

These latest pronouncements of the railroads on this B/L have been called "concessions." There are even shippers, especially "down East," of the jellyfish type represented by the Philadelphia Trades League under the hypnotic spell of Chairman Firth, who profess to find no serious objection to the uniform bill of lading at its worst; but such indifference should not be allowed to influence Western shippers, who have not been accustomed to swallow "Pensy" dicta as to shippers' rights without a grimace.

There are but two things to recommend this B/L: all roads would issue bills of lading of the same size and text, and their blanks would be filled in with pen and ink; but whether the bill goes into effect in October or in January next the object of the bill is (1) to avoid the common law liability of carriers, or (2) to extract a higher rate. Chairman Firth has in no mistakable terms voiced the sentiments of the committee he represents when he said in Philadelphia that, "The railroads are of a unanimous opinion that they can no longer assume the liability of the carrier and insurance company without a higher rate." They have always been doing so; why not now?

Further, when the grain dealer waives his right to the insurance he is entitled to under the common law of carriers, he also yields his power to negotiate drafts with B/L attached; and even should he pay the "hold up" rate of the uniform bill of lading, he would still be unable to recover this indispensable power, because of the "not negotiable" endorsement on the face of the bill. The grain trade, at least, must continue to fight against this "uniform bill" even should all other trades abandon the struggle—its use would revolutionize the trade methods of doing business.

### FOR MORE AND BETTER GRAIN.

Whether the purpose of the Tri-State Grain Dealers' Association to carry on a campaign among the farmers in the states of Minnesota, South Dakota and Nebraska in behalf of better and more grain was an outgrowth of the seed corn lecture tours in Iowa last spring or of the work of the grain improvement committee of the Grain Dealers' National Association, is "neither here nor there." The meeting at Mitchell, briefly reported in another column, however unsatisfactory it may have been to the management, owing to circumstances over which they had no control, was planned as a model for many more which not that Association only, but those of other states, might imitate with profit.

In spite of the work of the agricultural departments of the states and the nation, and of

the agricultural press, the average farmer still needs it impressed upon him in every practicable way that it pays to "bother." The farmer is afraid of "bother." "What's the use?" is a favorite answer to many suggestions of betterment that he does not quite grasp, particularly those in which the grain trade is most interested—good seeds as a foundation for good crops. Wheat is "running out" in the Northwest, just as it is in California, because of unclean and unselected seed; and this fact will have to be hammered into the Northwestern farmer's head, as it will into that of the California wheat rancher, as will also the importance of the study of "stand" in the corn belt as the beginning of a general increase of the corn yield.

This educational work cannot all be done by the grain dealer, but he can do some of it, and he ought to do it; for the doing of it will increase his business and also to enable him to bring the farmer into his association meetings; and that will be a good thing for both of them.

### TURN TO THE WATERWAYS.

One is reminded of the old saw about the devil's behavior when sick by the interest now manifested in the Mississippi River by certain shippers of the Northwest, who have been suffering from high freights for a long time; and a daily paper of Minneapolis-St. Paul recently represented the millers of the Northwest as threatening the railroad rate situation with a club labeled, "The Mississippi River Freight Route." It was a happy idea, of course, although old, and so entirely feasible that one wonders why the millers, if they need such a club, don't use the river instead of talking so much.

The trouble with the waterway routes is that shippers only use them as clubs "when the devil is sick" and not for shipping purposes "when the devil is well." In consequence, the rivers boats decay for want of business when the railroads are "good" and are utterly gone when the roads are "bad"; just as our canals have been allowed to "go to seed" and are no longer good, even as clubs, because of the American habit of rushing everything to market.

One would think that flour, grain and lumber might be, as once they were, handled on the rivers in sufficient volume to keep up this traffic at all times from St. Paul to New Orleans, but experience has convinced the river men that a barge line cannot be profitably operated from the head of navigation on the Mississippi to New Orleans, although such a line might deliver freight destined for export at a rate materially lower than the rail, or lake-and-rail, rates to the Atlantic, because it can't get the necessary patronage.

If the waterways were given anything like decent support at all times they could be depended upon in any emergency, but it takes time to rebuild boats that have gone into decay for want of business, so that the waterways are no longer of much use, even as clubs, and are not likely to be; for after each emergency is passed the shippers who have been helped by the rivers and canals will again abandon them, as they have in the past.



## EDITORIAL MENTION

Now is a good time for hay men to keep an eye on their barns and sheds—spontaneous combustion is due.

Our correspondence confirms the general opinion that all the terminal markets will do a lively business in handling grain this fall.

In the race for new wheat the public seems to be like the jockey who persists in coming ahead of the pole horse; and it may get fined for it, too.

Now that the convention season is over it might be profitable to hold an overflow meeting with your competitor once in a while, on general principles.

"Jim" Hill, the railroad idol of the Northwest, has again shown his protean versatility by turning "crop expert"—as if we had not enough of that sort already.

Farm hands seem to have been scarcer in Pennsylvania this year than in Kansas at harvest. In Berks wages ran from \$1.75 to \$2, and even women were seen in the fields.

New York floating elevators have at last seen a light, and have cut export handling charges. It is a little late, but lower rates may turn some grain that way from the South or Montreal.

The Baltimore Chamber of Commerce has let the contract for the erection of a new building to cost \$200,000, which will be a credit to that body and to the city. Congratulations, messieurs.

At any rate, crop reporting is not an inexpensive luxury, King & Co.'s twenty-fourth annual statement, published a month ago, having cost no less than \$400 in cash, to say nothing of the labor.

With wheat worth a dollar a bushel, it takes cash to run a commission house; and shippers who want to keep their receivers good natured should not make overdrafts. Be reasonable, and, above all, be fair. It pays.

The legal jangle growing out of the "July oats deal" (1902) was reopened July 30, 1904, by Judge Chytraus, after it had come back from the Appellate Court, to take more testimony as to the real value of oats on July 31, 1902. Two years, and still no settlement. No wonder arbitration is getting to be more and more popular.

The present rust scare gives added interest to the efforts of the experiment stations to breed rustproof strains of fife and blue stem wheats. They have already conquered smut in oats and produced a strain of flax which is immune to wilt; why not a rustproof spring wheat? Meantime, farmers should "bar" the barberry bush,

which harbors the black rust spores, and use only strictly choice and hardy seed.

The grain trade can congratulate itself this month that a crop season was never ushered in with more harmonious conditions prevailing among receivers, track buyers, country shippers, railroads, with a general spirit of fairness and good-will permeating the entire trade.

While the relations of the miller and grain dealer might be greatly improved, to the benefit of both, still, where they can't be, the miller might with profit to himself take D. Rothchild Grain Co.'s advice in another column and put himself in the hands of a reliable grain merchant and trust to him for his wheat.

Two baseball nines from the Chicago Board of Trade, one from cash crowd and one from among the pit operators, played a matched game recently and the cash team won by a score, figuratively speaking, of 'steen to one. Might one infer that the winners were in better condition due to more sleep o' nights, or what was it?

A "beautiful" corner of July wheat was projected at Omaha, and a Kansas City house was short about 150,000 bushels. The K. C. people delivered all right, however, on July 31, and all the Omaha boys could do was to stand around and look for an expected wheat "soar" that didn't "soar." Omaha has yet to learn she isn't "It."

Insurance agents should of course be careful to guard their companies' interests; but a "carefulness" that runs to a deliberate purpose to delay payments for losses as long as possible, without giving the insured, or his assignee, the courtesy of reasons for such arbitrary delays, is rather overdrawn, as agents in the Northwest no doubt well understand.

The Michigan Association has begun an active movement to organize that state, the first of a series of local meetings to that end having been held at Kalamazoo on July 31, which attracted quite a little attention. There is plenty of work to do in that state, and surely it is not asking too much that the dealers not now in the Association should take hold—should at least attend these local meetings when they are held in their neighborhoods, and see what the Association means to do, if nothing more.

Judge Gary, in fining Richard Oliver the other day, said it would be possible to convict every member of the Stock Exchange and Board of Trade and brokers dealing in commodities handled there if the same intent could be shown as in the Oliver case. Judge Gary based the ruling on the decision of the Illinois Supreme Court in the Weare Commission Company case, which he interpreted to mean that if the broker or buyer could be shown to have the intent to deal in and not remove a commodity, but hold it for a profit by margins, he could be prosecuted, said the court. Judge Gary said he did not like the law, but was compelled to follow it, as it had been held constitutional. Next winter will be a good time to have this law

properly amended so that it will punish bucket-shoppers, without taking the hide off legitimate brokers doing a legitimate business.

It is said John S. Metcalf Co., Chicago, who are designing the new elevator for Windmill Point, Montreal, will abandon in this house the circular form for steel storage tanks and will adopt the square bin. This will, of course, more fully utilize all the space of the site, unless the familiar plan of utilizing the interspaces of the circular bins is employed. The circular form was, of course, adopted originally because of its natural strength of walls; but there is no inherent difficulty with the square bin, which has uniformly been used in all wooden houses for a generation, and is still used.

One of the most ridiculous exhibitions that has ever come in from the Pacific Coast is the "hot air" of the newspapers there about the coming and going of one Hammond of Minneapolis, who is put down in the bills as the Moses who is going to lead the grain trade of that part of the country out of the wilderness by "establishing grain markets" in the big Coast towns. Of course, the legitimate grain dealers and millers understand fully the kind of "markets" Mr. Hammond establishes wherever he goes "on business;" but they might make their newspaper men less absurd by giving them a tip.

Fire from lightning is not a frequent cause of loss, but it is so common that protection therefrom merits serious consideration. The "lightning rod man" of a past generation has given that form of protection not only a bad but a ridiculous name, which may or may not be merited. At any rate, there seems no other protection at present, and the government, as well as many engineers of good reputation, still make use of it in an inconspicuous way. Besides, a committee of the National Fire Protection Association recently made a report on the subject, approving this form of protection and recommending specifications which were prepared by electrical experts.

The Illinois Railroad and Warehouse Commission, with the stupid persistence, worthy a decent cause, that has characterized its opposition to the supervision of weights at East St. Louis by the St. Louis Merchants' Exchange, applied for an injunction to keep the Exchange's weighers out of the elevators. At this writing the ruling of the court has not been reported. This opposition of the Illinois Commission to a reform that was forced upon the Exchange by the grain trade and which has proved beneficial in every respect and is to-day worthy the most hearty indorsement and co-operation of all fair men, is wholly inexplicable except on the score of the most contemptible of personal politics, for which the members of a body of the official dignity and importance of this Commission ought to be most thoroughly ashamed. The Commission, in fact, has simply played the bully at East St. Louis to throttle a system of weight supervision which as public officials, whose business it is to conserve the interests of shippers, they should cordially welcome. Fortunately the trade will have to en-



ture this sort of thing only a few months longer, when it is to be hoped the whole bunch will be summarily "let out."

The Commerce Commission's decision on allowances to transfer elevators puts into the hands of unfair railway managers and their pet elevators a convenient club to knock the Elkins law. If the only limit on the allowances is their reasonableness, and the Commerce Commission is the judge of such reasonableness, with no power to enforce their reduction if found unreasonable, there is nothing in the way of the railways' making such unfair allowances as will fully make up for all the rebates and direct special rates now made illegal by the Elkins law. The decision is an unhappy one for the general trade, however correct it may be as a statement of the law of the case.

It is stated unofficially that the Trunk Line Association has refused to increase the export rate on wheat at the request of the Millers' Federation to protect export flour. The millers might have done as well, and been more neighborly, by asking for a reduction of flour rates. However, according to the Wall Street Journal, the difference in cost of handling both commodities is about 30 per cent in favor of wheat. If this is a correct estimate, wheat is entitled to such a differential; but it ought not, in justice to an immense and important American industry, to exceed that amount. American grain dealers and railroads cannot be permanently benefited by rates that will build up foreign mills at the expense of our own milling industry.

The Canadian Parliament Committee is still struggling with a revised grain inspection bill. At last reports the committee was met by a motion to embody the proposition that, "All grain placed in any elevator at Winnipeg shall be inspected into such elevator by the government inspector, and be inspected out of the same grade as inspected in." This by-law would, of course, put a stop to mixing, even in the private elevators. The principle the committee would like to establish was that a dealer should mix his own grain before it was graded, but that once it was graded and its standard fixed by the public grain inspector, then its identity should be preserved; and they thought it was therefore advisable to adopt the amendment. The amendment was lost, however.

The directory of the Grain Dealers' National Association, at its recent meeting in Chicago, elected W. H. Chambers, superintendent of the elevator system of F. H. Peavey & Co., Minneapolis, an honorary member. This compliment to Mr. Chambers was not only timely but exceedingly well disposed. Mr. Chambers may be called the father of the National Association—the writer of its fundamental law, and always its friend as well as its first secretary and executive officer; while at Milwaukee it was his watchful solicitude that balked the baleful effect of the blunder of the committee on credentials which would have destroyed its popular character by giving regular members (receivers) twenty times the voting power of the affiliated members (shippers) who in the final analysis are the foundation stones on whom the

Association rests. Mr. Chambers has well earned and deserved his somewhat tardy honors.

The trade in wheat, so far, say Pope & Eckhardt Co. on August 5, "bears a close resemblance to that of 1891, when on a Russian edict prohibiting the exportation of rye, the price of wheat here rose in August to \$1.13, and No. 2 rye to \$1.11. Everybody was predicting wildly higher prices, but in the following December rye sold at 46½ cents and wheat was 69½ cents. History is sometimes instructive, even though it may not 'repeat itself'—this year. The Roumanian edict has 'cut a large swath' in the recent bulge, though the increase in Iowa's corn crop this year alone will exceed the total quantity exported by Roumania last year. Roumania, however, is in the eye of the public, while Iowa, Illinois and other states that each grow three to four times as much as Roumania are ignored."

Export and domestic freight rates on grain and its products are probably a necessary arrangement; there is little doubt that they are frequently manipulated by unscrupulous dealers to gain an unfair advantage in the domestic trade. How general this manipulation is only the keenest of experts, perhaps, know; but a recent open letter of a St. Louis railroad man on the Galveston situation is quite positive in its assertions that the rates are so boldly manipulated there (that is to say, that grain billed there on export rates disappears in the domestic trade) that the beneficiaries of the juggling have commanded a disproportionate share of the domestic trade of southern Texas. While no names are mentioned, the writer of the letter suggests that the remedy is the reform of the system of cancellation of inbilling at export elevators. This is not a new offense in Texas by any means, where the local rates are high enough to make manipulation of the export rates very profitable, and the trade there doing business fairly and regularly would heartily welcome a reform that would put a stop to this unfairness, not only at Galveston, but at some other Texas gateways, where export grain somehow manages to get swallowed up by the domestic consumer.

E. W. Wagner, Chicago, appears to be the original "dollar wheat" man in Chicago. Since wheat stood away down at the 80's Mr. Wagner has continually and persistently been on the right side, and in his daily literature to the trade has foretold the approach of higher prices for wheat. The Chicago Journal reminds us on August 6 that—

Looking over the file of his market forecasts for a period of thirty days not a single one can be selected which was not justified by the action of the market inside of twenty-four or forty-eight hours following. Others were right four or five days in the week and then wavered a day or two. Wagner stood by his bull sentiments six days in the week and no doubt so far forgot himself as to talk bullish on Sunday. Ten days ago many of the old-timers who watched such campaigns before Mr. Wagner had a commission house threw up their hands, sold out their lines, and told friends and customers to stand from under and wait for a break of 5c. The Wagner letters kept hammering away on the theory that a cent or two reaction was enough, that futures must climb to the level of cash prices and that no serious

accidents were necessary to raise the price of a 600,000,000 crop to about \$1 a bushel. This absolute correctness is all the more surprising when it is recalled that Wagner has for years devoted much time to cash corn handling and has been a figure in the corn pit rather than wheat. Even on August 5, when 90 per cent of the trade talked of the climax of the bull campaign, E. W. Wagner was still bullish.

Referring to the decree of the Mississippi Railroad Commission that the railroads shall pay for delaying freight shipments the same amounts as shippers are now taxed for delaying cars, or, otherwise stated, that reciprocal demurrage on a uniform basis is to be established, the Railway and Engineering Review states an objection by saying that,

"If there were any fair basis upon which reciprocal demurrage rules could be formulated, this proposition would be eminently just, but unfortunately such is not the case. A shipper is not obliged to forward his goods until he gets ready. A railroad may have an abundance of equipment on the sidetracks ready to load and ample power to haul it, but it must remain unemployed until the shipper gets ready. Railroads on the other hand are obliged by law to receive goods for transportation when offered. No matter what are the attendant conditions, it is compelled to accept what is offered and do the best it can with it."

But the railroads go into business on the exact terms named. What the public complain of, and justly, is that in the absence of a reciprocal demurrage arrangement, the railroads do not live up to their charter obligations. The shipper can do no more than ask that his goods be forwarded when they are ready; they must be forwarded then or not at all; yet the roads object to paying damages when they delay such forwarding, and thereby cause heavy loss, not analogous at all to the railway loss by its inactivity. The railways must not forget they occupy a different position than the shipper. The shipper has no quasi-public character with concurrent obligations to the public; the railroads have their duties, but persist in trying to shirk them—after their recognition is no longer needed by the roads to secure, when under construction, the power the public has given them to condemn private property for their own use. The public will agree, no doubt, with the same authority in saying that—

The whole trouble arises from a misunderstanding of the principle underlying car service charges. It somehow seems to be considered that the demurrage charge is imposed for the sake of earning extra revenue, whereas the truth is that the dollar per day does not amount to a tithe of what the car would earn when in service. Car service charges are primarily and chiefly in the interests of the shipper, being designed to increase the supply of cars available for use. If the effect upon the commerce of the country by reason of the enforcement of car service rules were shown, it would be found that shippers, instead of being subjected to any loss by reason of such charges, are, as a class, greatly benefited. Where a dollar is paid by one shipper because of such charge, a great many dollars accrue to another shipper because of the railroad's ability to furnish him a car which in the absence of the car service charge would be impossible.

But, after all, this is but begging the question; for the car service charge is of no benefit to the shipper if it does not furnish him with cars when needed; and that is the real point in this controversy, not the justice or injustice of the dollar a day or any other demurrage for the unloaded cars per se.



## TRADE NOTES

Albert Preuss & Sons, millers at Smithton, Mo., are installing a Hess Drier for use on tough wheat, the result of recent rains in the winter wheat belt.

The B. S. Constant Company, Bloomington, Ill., makes a specialty of complete equipments for grain elevators and solicits specifications on which bids are desired.

The Camp Grain Dump Company will build a factory at Metamora, Ill., to employ about 30 men. The building will be about 40x160 feet and will be located on a C. & A. siding.

By the addition of new machinery and the enlargement of their plant, the New Era Gasoline Engine Company of Dayton, Ohio, have increased their capacity about 30 per cent.

Skillin & Richards Manufacturing Company of Chicago is placing a large number of the Muir Improved Friction Clutch Pulleys. This clutch is made in all sizes and for high speed.

The catalogue issued by the Union Iron Works, Decatur, Ill., shows cuts and gives full descriptions of the line of "Western" machinery for elevators. It will be sent free upon request.

Fairbanks, Morse & Co., Chicago, make gas and gasoline engines that are particularly adapted for elevator powers. Requests for catalogues and prices should be addressed to Department A 32.

The Olds Gasoline Engine Works of Lansing, Mich., has opened a branch at Boston, Mass., with A. E. Sheperd in charge. The trade in the New England states will be handled from the new branch.

The business of the Midland Machinery Company, 412 South Third Street, Minneapolis, is showing a satisfactory growth. This is attributed by the company to the prompt and careful manner in which all orders are executed.

The Younglove & Boggess Co. of Mason City, Iowa, has recently closed contracts for a 20,000-bushel elevator for the Farmers' Cooperative Elevator Co. at Jeffers, Minn., and for a 25,000-bushel house at Independence, Wis., for the W. W. Car-gill Co. of La Crosse.

Work has been commenced on the addition to the plant of the Foos Gasoline Engine Company of Springfield, Ohio. The new structure will be 50x200 feet, and will be devoted in part to the finishing department, the remainder being used for stock and shipping purposes.

One of the strongest claims made for the Richardson Automatic Scale is accuracy, the scale being guaranteed to weigh within one ounce in 100 pounds, and this, too, at a speed of five sacks per minute. The Richardson Scale Company's headquarters are at 14-20 Park Row, New York.

Link-Belt Supply Company, Minneapolis, is prepared to fill all orders promptly. A full line of elevator machinery is carried in stock and shipments can thus be made without delay. The company is prepared to quote prices on power shovels, conveyors, rope drives, engines, boilers, etc.

In addition to a large trade in New Process Corn Shellers and Cleaners, the Marseilles Manufacturing Company of Marseilles, Ill., is doing a satisfactory business in elevating and conveying machinery and power transmission appliances. The company is in a position to make quotations on any requirements in the latter lines.

Catalogue No. 67, one of the more recent issued by the Jeffrey Manufacturing Company of Columbus, Ohio, is devoted to Jeffrey "Century" Rubber Belt Conveyors, and is a handsome book of some 50 pages. It contains a large number of illustrations, showing "Century" Conveyors of different types and in use on many different kinds of ma-

terial. A copy of this catalogue may be had for the asking.

The Maroa Manufacturing Company of Maroa, Ill., reports increasing sales of the Boss Car Loader. Full particulars about this machine may be had by writing the company.

The N. P. Bowsher Company, of South Bend, Ind., have just completed installing a new 100-horsepower boiler and 90-foot stack. The old boiler has been overhauled and also connected to the same stack, thus giving the firm two steam plants and insurance against idleness on account of boiler troubles. The new boiler is some larger than the old one, in anticipation of more power required in the future.

Elevator men who are in the market for paint should send to the Detroit Graphite Manufacturing Co. of Detroit, Mich., for their pamphlet telling what graphite paint is and what it does. Their Superior Graphite Paint is especially adapted for metal roofs, iron and wooden buildings, grain elevators, mills, etc., and full information with color cards and prices may be obtained by dropping a card to the Detroit office.

The use of private car seals by shippers who load and receive freight in carload lots is becoming so general that it seems likely to soon become a universal custom. The advantages gained by shippers in using their own car seals are many and the expense is about one-half cent per car sealed. Attention is called to a most ingenious, perfect and convenient car seal, known as the Tynden Seal, made by the International Seal & Lock Company of Hastings, Mich., whose advertisement appears elsewhere in this paper. This seal, which has been adopted by many shippers and railroads, is made of tin, is self-locking and can be quickly applied without the use of a press or a sealing iron. Each seal is numbered in consecutive order and bears the name of the shipper plainly stamped or printed thereon. By its use shippers are protected from loss from pilferage while loading, unloading or in transit. It also prevents disputes over errors in checking freight from and into cars and enables shippers to furnish a clear seal record upon which settlement of freight claims on account of loss and damage in transit is usually based. Shippers have found by experience that their interests are best protected by using their own car seals and keeping a record of each seal applied by them on cars containing freight in which they are interested. The International company has established a sales department at 617 Railway Exchange Building, Chicago, with Charles J. Webb, general sales agent, in charge.

W. D. Kuhn of Holton has been appointed by Governor Bailey to succeed F. M. Baker of Atchison, recently deceased, as a member of the Kansas state grain inspection commission.

Washington Club winter wheat from Oregon has been selling in Chicago in fair quantities for special uses and to the milling trade, most of it going to the breakfast food people. It costs about 33 cents per bushel for freight, but can be sold in competition with red winter. It is an exceedingly handsome wheat, being round and plump, and entirely free from any foreign substance. The Oregon wheat is very nearly white.

Indiana Shipper writes as follows: "Thrashing begun. Wheat is making from 5 to 20 bushels per acre, testing 45 to 55 pounds—an average of 50. I am watching the Red Letter to see how to handle the stuff. I have been in business for twenty years, but am too young to know how to buy this wheat." Indiana has some clever grain shippers. The above is one of them. He is willing to learn, although in business twenty years. The wheat he speaks of must grade N. E. G. and sell by sample. There'll be lots that will test 40 pounds and less. Price will run from 60 to 85, so shippers must buy it low. Soon as some arrives, Red Letter will tell all about it.—Zahn's Red Letter.

## MUST ISSUE REGULAR RECEIPTS.

It has been a not uncommon practice in Minnesota for farmers to unload grain into elevators and take as evidence thereof a memorandum showing the amount of grain, instead of the regular form of storage receipt that is provided by law. Farmers who have been content with such an evidence of their credit on the books of the elevators have accepted such memoranda at their own risk, as most of them must have understood; but only recently has the question been passed upon by a court of final resort.

One Henry Cramer, in June, 1901, brought suit against the Northwestern Elevator Company at Granite Falls on fifteen (more or less) rough slips, signed by J. Keely, agent of the Company named, purporting to be memoranda of deliveries of grain to said Company's elevator, but actually being without dates or other marks of a definite or distinguishing character. The Elevator Company was able to show that there was no record on their books that they had ever received the grain, or that their agent had ever notified the Minneapolis office of the existence of any such receipts. The first knowledge of it came to the Company on the presentation of the slips in question, which the farmer claimed were issued to him for grain taken in by Keely.

The managers of the Northwestern Elevator Company, of course, do not wish it to be inferred that there is any disposition on the part of that or of any other responsible elevator company not to pay for grain actually delivered, but they do not wish to pay for it twice. If a farmer accepts for his load of grain a slip or other form of evidence thereof except the regular warehouse receipt authorized by law, the elevator companies do not feel it incumbent upon them to pay for such slips, as their agents have instructions to issue for all grain received into their elevators a regular warehouse receipt such as is prescribed by law; and they must of course take the position in self-defense.

## UNIFORM BILL OF LADING.

The uniform bill of lading will not go into effect on October 1, but will on January 1, 1905. Such, at least, is the announcement of Frank J. Firth, chairman of the committee representing the Trunk Line Association, the New England roads, the Central Freight Association, and the Association of Lake Lines.

In the letter making this announcement, which was sent out from Philadelphia on August 1, Mr. Firth said that the forms of the uniform bill of lading will be incorporated in the next issue of the official classification, taking effect on January 1 next. On and after that date carriers will use and accept only the new forms. Between October 1, 1904, and the first of January next, carriers may use or accept bills of lading and shipping forms such as are now in ordinary use, even though they do not conform to standard width, provided their conditions contain only those provisions now found in standard forms.

Chairman Firth also says that where shippers prefer to omit their signatures to the new form there will be no objection on the part of the carriers interested except that they prefer that shippers sign the bill either in writing or by stamp. To those firms who object to inserting the words "not negotiable," Mr. Firth says these words may be omitted by any carrier if satisfied they interfere in any locality with any shipper obtaining advances desired on a bill of lading.

The committee also concedes another point to the shippers by giving carriers permission to leave out the insurance clause, which relieved them of liability from damages to goods in transit. The circular also says there will be no change in the size of the new bill from that suggested in previous circulars. The standard width will be 8½ inches, but to accommodate shippers it may not be less than 7¾ inches nor more than 8¾ inches. They may be any desired length.



## VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, Aug. 6, 1904, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oats, bu.	Rye, bu.	Barley, bu.
Baltimore.....	775,000	93,000	71,000	8,000	
Boston.....	64,000	114,000	76,000		
Buffalo.....	530,000	320,000	184,000	131,000	225,000
do. afloat.....					
Chicago.....	998,000	2,586,000	317,000	538,000	69,000
do. afloat.....					
Detroit.....	8,000	15,000	6,000		
do. afloat.....					
Duluth.....	597,000	2,000	13,000	2,000	76,000
do. afloat.....					
Ft. William.....	1,126,000				
do. afloat.....					
Galveston.....	125,000				
do. afloat.....					
Indianapolis.....	85,000	60,000	16,000		
Kansas City.....	467,000	78,000			
Milwaukee.....	108,000	33,000	61,000		25,000
do. afloat.....					
Minneapolis.....	3,891,000	6,000	193,000	8,000	270,000
Montreal.....	253,000	60,000	210,000		28,000
New Orleans.....		25,000			
do. afloat.....					
New York.....	433,000	169,000	476,000	149,000	134,000
do. afloat.....	24,000	60,000	12,000		
Peoria.....	6,000	5,000	115,000	7,000	8,000
Philadelphia.....	116,000	265,000	96,000		
Port Arthur.....	472,000				
do. afloat.....					
St. Louis.....	1,053,000	71,000	42,000		11,000
do. afloat.....					
Toledo.....	292,000	86,000	112,000	3,000	
do. afloat.....					
Toronto.....	25,000		6,000		
On Canal.....	152,000	421,000	126,000		35,000
On Lakes.....	913,000	1,508,000			
On Miss. River.....					
Grand total.....	12,513,000	5,975,000	2,109,000	846,000	882,000
Corresponding date 1903.....	13,099,000	6,827,000	6,306,000	587,000	400,000
Weekly Inc.....		126,000			
Weekly Dec.....	580,000		572,000	22,000	172,000

## FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 24 months ending with June, as reported by Chas. F. Lias, flaxseed inspector of the Board of Trade, were as follows:

Months.	Receipts.		Shipments.	
	1903-04.	1902-03.	1903-04.	1902-03.
August.....	345,226	411,198	97,809	250,496
September.....	102,620	545,866	162,900	273,292
October.....	530,960	783,075	166,049	145,142
November.....	708,953	755,833	44,057	140,400
December.....	250,979	408,271	78,274	40,559
January.....	307,976	258,875	90,906	28,643
February.....	212,736	454,650	60,764	39,473
March.....	412,554	282,200	42,694	46,323
April.....	68,000	206,918	28,326	39,367
May.....	90,100	91,800	34,079	46,375
June.....	453,467	106,250	15,055	14,362
July.....	165,769	234,981	45,931	23,491
Total bushels.....	3,649,340	4,539,917	866,844	1,088,023

## RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending Aug. 12 has been as follows:

JULY	NO. 2. * R. W. WHT.		NO. 1. NO. * SP. WHT.		NO. 2 CORN.		STR. OATS.		NO. 2 RYE.		NO. N. W. FLAXSEED.	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
13.....	1.08	1.10	1.01	1.04	49½	49½	37½	37½	68	68		
14.....	1.10	1.12	1.03	1.03	49	49	37½	37½	68	68		
15.....			1.01	1.03	49½	49½	37	37	70½	70½		
16.....			1.01	1.05	49½	49½			70	70	1.20½	1.20½
17.....												
18.....			1.03	1.06	49½	49½	37½	37½	74	74		
19.....			1.03	1.04	49½	49½	37	37	74	74		
20.....			1.01	1.04	49½	49½	37	37	74½	74½		
21.....			1.01	1.02	49½	49½	36½	36½	75	75	1.17½	1.17½
22.....			1.01	1.02	49½	49½	37½	37½	75	75		
23.....			.99	1.00	49½	49½	37	37	75	75		
24.....												
25.....			.99	1.01	49½	49½			71	71	1.22½	1.22½
26.....			.99	1.02	49½	49½	37½	37½	72	72		
27.....			1.02	1.03	50	50	37½	37½	72½	72½		
28.....	.97	.97	1.00	1.03	49½	49½	36½	36½	71½	71½		
29.....	.96½	.98	1.01	1.03	49½	49½			71	71		
30.....	.96½	.98	1.01	1.03	49½	49½	37	37	70	70		
31.....												
Aug:												
1.....	.94	.94	1.02	1.02	51½	51½	35	37				
2.....	.95	.95	1.03	1.03	53½	53½	34½	35½	62	64	1.17	1.17
3.....	.96½	.97	1.03	1.03	53	53	34½	34½	64	64		
4.....	.95½	.99	1.03	1.05	53	53	34½	34½	64	64		
5.....	.93½	.99	1.05	1.07	52½	52½	34	34	67	68½	1.24½	1.24½
6.....	.98½	.99	1.08	1.08	52½	52½	34½	35½	70	70		
7.....												
8.....	.98½	1.02	1.09	1.10	53½	53½			69	69	1.24½	1.24½
9.....	1.02½	1.04	1.09	1.10	53½	53½	31½	31½	73½	73½		
10.....	1.01½	1.03	1.10	1.12	53½	53½	32½	32½	71	72		
11.....												
12.....												

During the week ending July 22 Prime Contract Timothy Seed sold at \$2.95 per cental; Prime Contract Clover Seed at \$10.75@11.00; Buckwheat at \$1.55@1.60 per 100 pounds.

During the week ending July 29, Prime Contract Timothy Seed sold at \$3.00 per cental; Prime Contract Clover Seed at \$11.25; Buckwheat at \$1.55@1.60 per 100 pounds.

During the week ending August 5, Prime Contract Timothy Seed sold at \$3.00@3.05 per cental; Prime Contract Clover Seed at \$11.25; Buckwheat at \$1.55@1.60 per 100 pounds.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of July, 1904:

**BALTIMORE**—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	1,102,291	1,620,331	60,000	834,881
Corn, bushels.....	199,118	588,098	12,785	553,865
Oats, bushels.....	156,886	302,915	430	465
Barley, bushels.....	1,286			
Rye, bushels.....	3,754	30,661		25,714
Timothy Seed, lbs.....				
Clover Seed, lbs.....	2,144			504
Hay, tons.....	2,917	4,351	1,120	1,596
Flour, bbls.....	113,891	369,936	43,055	327,113

**BOSTON**—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Flour, bbls.....	110,103	111,815	50,839	22,319
Wheat, bushels.....	287,736	58,590	181,735	88,677
Corn, bushels.....	701,018	421,204	430,155	99,670
Oats, bushels.....	360,950	537,200	1,363	4,220
Rye, bushels.....	809	4,041		
Barley, bushels.....	729	4,634	8,647	
Flax Seed, bushels.....				
Mill Feed, tons.....	879	1,115	48	100
Cornmeal, bbls.....	1,711	2,278	1,615	1,148
Oatmeal, bbls.....	3,104	5,572	3,766	118
Oatmeal, sacks.....	1,645	6,668	2,960	4,636
Hay, tons.....	12,900	15,120	2,430	51

**BUFFALO**—Reported by F. Howard Mason, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	2,157,336	2,613,365	982,224	2,424,381
Corn, bushels.....	4,149,032	5,318,223	333,210	1,782,307
Oats, bushels.....	1,565,333	3,227,302	1,578,675	2,296,475
Barley, bushels.....	187,000	35,000	275,099	189,812
Rye, bushels.....	143,000	193,100	17,000	353,151
Timothy Seed, lbs.....				
Clover Seed, lbs.....				
Other Grass Seed, lbs.....	23,375	33,468		
Flax Seed, bushels.....	485,000	1,043,000		
Broom Corn, lbs.....				
Hay, tons.....				
Flour, bbls.....	684,851	1,319,156		

**CHICAGO**—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	938,560	1,322,297	885,363	1,494,545
Corn, bushels.....	6,638,057	7,067,540	7,288,873	8,430,082
Oats, bushels.....	3,853,912	8,762,913	3,283,130	5,296,656
Barley, bushels.....	523,338	864,515	118,216	42,260
Rye, bushels.....	89,926	201,857	21,080	107,790
Timothy Seed, lbs.....	413,160	1,301,181	328,797	492,770
Clover Seed, lbs.....	236,290	55,920	106,560	47,605
Other Grass Seed, lbs.....	333,542	444,825	1,224,204	328,135
Flax Seed, bushels.....	165,840	318,603	32,090	20,311
Broom Corn, lbs.....	827,700	1,649,965	1,093,370	1,252,290
Hay, tons.....	15,376	23,074	853	7,450
Flour, bbls.....	599,638	572,445	468,683	379,055

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	156,567	289,283	67,720	198,736
Corn, bushels.....	435,466	411,684	563,694	409,778
Oats, bushels.....	243,434	107,550	466,663	187,886
Barley, bushels.....	11,000	10,400	10,028	235
Rye, bushels.....	21,189	37,071	1,136	4,270
Timothy Seed, bags.....	36		445	1,310
Clover Seed, bags.....	86	134	164	1,060
Other Grass Seed, bags.....	1,337	5,141	3,772	7,538
Flax Seed, bushels.....				
Broom Corn, lbs.....				
Hay, tons.....	5,058	5,852	2,792	4,180
Flour, bbls.....	79,586	85,336	49,330	59,138

**CLEVELAND**—Reported by F. A. Scott, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	20,463	312,184	15,798	52,425
Corn, bushels.....	205,418	345,914	311,189	319,001
Oats, bushels.....	342,452	406,246	131,309	83,586
Barley, bushels.....			600	
Rye, bushels.....				930
Flaxseed, bushels.....	100,000			
Hay, tons.....	2,423	5,181	863	970
Flour, bbls.....	4,585	7,020	1,991	2,443

**DETROIT**—Reported by F. W. Waring, secretary of the Board of Trade.

Wheat, bushels.....	117,052	67,900	2,306	33,688
Corn, bushels.....	221,719	222,351	40,432	19,953
Oats, bushels.....	298,290	243,852	35,925	.....
Barley, bushels.....	1,666	.....	.....	.....
Rye, bushels.....	3,706	15,737	.....	7,707
Flour, bbls.....	29,400	25,900	10,300	16,000



## ELEVATOR AND GRAIN NEWS

### ILLINOIS.

James Young will erect a modern grain elevator at Bismarck, Ill.

Isaac Cole's new 40,000-bushel elevator at Blocks, Ill., is completed.

Simeon Crumbaugh is building an addition to his elevator at Leroy, Ill.

A. D. Kaga & Co.'s new elevator at Camargo, Ill., is about completed.

J. E. Hawthorne has been making some repairs to his elevator at Fletcher, Ill.

E. Brown of Lafayette, Ill., has bought John Doyle's elevator at Longview, Ill.

A new Howe Scale has been installed in the Farmers' Elevator at Saunemin, Ill.

Suffern, Hunt & Co.'s new 75,000-bushel elevator at Sadorus, Ill., is nearing completion.

The Windsor Grain Co. has been incorporated at Windsor, Ill., with a capital of \$1,000.

Wyeth & Hardin have about completed an addition to their elevator at Charleston, Ill.

It is rumored that a Mr. Birkett, a merchant of Bellmont, Ill., will erect an elevator there.

The Truby Grain Co. has opened a lumber yard in connection with its elevator at Minooka, Ill.

The new elevator of the Harvel Farmers' Elevator Co. at Harvel, Ill., is nearing completion.

The Missal Farmers' Grain Co. of Missal, Ill., capitalized at \$10,000, has been granted a charter.

The Woodruff Grain and Elevator Co. succeeds G. M. Simpson in the grain trade at Woodruff, Ill.

The Anchor Farmers' Elevator Co. of Anchor, Ill., has increased its capital stock from \$4,000 to \$14,000.

The foundation for M. R. Alsup's new elevator at Maroa, Ill., is in and construction work has been commenced.

Sanderson & Farley's elevator at Leland, Ill., has been purchased by the recently chartered Leland Farmers' Co.

Suffern, Hunt & Co. of Decatur, Ill., are said to have decided not to build an elevator at Homer, Ill., as planned.

Harry Fawyer and J. West have bought R. E. Rising's elevator at Monarch, Ill. The consideration was \$5,050.

The elevator at Melvin, Ill., operated by Wheeler & Berry, was recently equipped with an improved Hall Distributor.

C. W. Savage, a grain dealer of Virginia, Ill., will erect an elevator at Barlingame, Ill., a small station east of Virginia.

Jacobson & Beall have sold their elevator at Niantic, Ill., to the recently incorporated Niantic Farmers' Elevator Co.

I. N. Walker of St. Joseph, Ill., and Grant Swearingen of Champaign, Ill., contemplate building an elevator at Royal, Ill.

Shelby & Armstrong are adding to the storage capacity of their elevator at Tolono, Ill., and making other improvements.

W. J. Stone has sold his elevator at Ludlow, Ill., to William Murray of Champaign, Ill., possession to be given September 1.

J. A. Simpson will build a new elevator at Minonk, Ill. Mr. Simpson and his sons have bought the elevator at Woodford, Ill.

The recently chartered Farmers' Elevator Co. of Ocoya, Ill., will erect an elevator. The company has a capital stock of \$10,000.

Spellman & Spitley will build a 20,000-bushel elevator at Lincoln, Ill. The Burrell Engineering and Construction Co. has the contract.

The Campus Farmers' Elevator Co. of Campus, Ill., has purchased Maguire Bros.' elevator at that place, taking possession August 1.

The Cummings Elevator Co. is building a large addition to its elevator at Pittwood, Ill., increasing the capacity to 30,000 bushels.

V. R. Koplin & Co. of Buckley, Ill., have bought B. E. Morgan's elevator at that place. This firm now has two elevators at Buckley.

A cooperative company has been formed among the farmers in the vicinity of Parnell, Ill., to build or buy an elevator. The capital stock is \$9,000.

Thomas Doyle, a member of the firm of Doyle Bros., who recently sold their elevator at Arcola, Ill., to the Arcola Grain, Coal and Telephone Co.,

has bought a one-half interest in R. O. Harris' elevator at Arcola.

Ethel Davis has sold his interest in the Davis & Davis elevator at Arthur, Ill., to his brother, C. E. Davis, who will continue the business.

The Turner-Hudnut Co. of Pekin, Ill., has bought H. L. White & Co.'s elevator and cribs at Henepin, Ill., paying \$2,700 for the same.

The new elevator of the Weston Elevator Co. at Weston, Ill., is completed. The capital stock of the company will probably be increased.

Some improvements have been made to R. T. Miles' elevator at Fisher, Ill., including the installation of a conveyor and loading machinery.

Edwards & Steele are building a 20,000-bushel elevator at Deers, Ill. The machinery was supplied by the Weller Manufacturing Co. of Chicago, Ill.

The W. D. Judd Grain Co. is reported to have leased the East St. Louis Elevator at East St. Louis, Ill., from Corwin H. Spencer and John Miliken.

The Farmers' Elevator Co. of Leonard, Ill., has erected a new engine room near its elevator. An employees' elevator has also been installed in the building.

The Mt. Pulaski Grain Co. of Mt. Pulaski, Ill., is building a 20,000-bushel elevator at Chestnut, Ill. The Burrell Engineering and Construction Co. has the contract.

Timberlake & Co., who recently sold their elevator at Pittwood, Ill., to R. F. Cummings of Clifton, Ill., have also disposed of their elevator at Martinton, Ill.

A new 25-horsepower gasoline engine has been placed in the Turner-Hudnut Elevator at Easton, Ill., a new approach has been built and other improvements made.

The Maus Elevator at Mendota, Ill., owned by the J. H. Dole estate, will be moved from its present site on the C. B. & Q. right-of-way to a site on the Rochelle & Southern Ry.

The Savoy Grain and Coal Co. of Savoy, Ill., has increased its capital stock to \$12,000 and will make some improvements to the elevator recently purchased from William Murray.

The D. Blish Co. has been incorporated in Chicago, with a capital of \$2,500, to deal in grain, feed and fuel. The incorporators are: David and Daniel W. Blish and Charles E. Nichols.

A charter has been granted to the Chicago and Rock Island Elevator Co. of Chicago, Ill., capitalized at \$10,000. The incorporators are: H. H. C. Miller, Gilbert Nixon and G. H. Miller.

Coon Bros., grain dealers of Rantoul, Ill., have bought Risser & Rollins' grain, lumber and banking business at Cheneyville, Ill. The sale was negotiated by C. A. Burks of Decatur, Ill.

East & Grant have purchased Frank Fuson's elevator at Pierson, Ill. The firm has been in the grain trade at Pierson for a year or more, using a portable dump and has built up a good business.

On account of the slack condition in the grain trade the elevators in South Chicago have laid off one-half of their men. About 100 workmen are affected. The force retained will be able to take care of all vessels.

The Maroa Elevator Co. has torn down the east end of its elevator at Maroa, Ill., preparatory to rebuilding and enlarging the plant. The improvements will cost \$7,000, and when the work is completed the elevator will be thoroughly modern.

E. J. Heimerdinger, who has been associated for a number of years with E. E. Bagley in the grain trade at Woodstock, Ill., has been admitted to partnership. The new firm commenced business on July 15 under the style of Bagley & Heimerdinger.

Quigg, Railsback & Co. have torn down their Vandalia Elevator at Minier, Ill., and are erecting a new one of 60,000 bushels' capacity on the site. When the new house is completed the firm will have storage capacity for 125,000 bushels at Minier.

The Keiser & Holmes Elevator Co. of Gibson City, Ill., has sold its elevator to J. M. Shively and H. Phillips of Cerro Gordo, Ill. The new firm will do business under the style of Phillips & Co. A number of improvements will be made to the elevator.

The C. H. Rumley Grain Co. of Kankakee, Ill., has been chartered with a capital stock of \$15,000, to deal in grain, fuel and lumber. C. H. Rumley, Arthur B. Rumley and J. C. Tobey are the incorporators. The company operates an elevator at Herscher, Ill.

The firm of Goff & Yates, consisting of E. H. Goff and Frank Yates, who have been engaged in the grain and coal business at Rantoul, Ill., for some time, have sold their elevator and business to Hayward Bros. of Cooksville, Ill. The firm of Hayward Bros. consists of S. A. Hayward of Peoria, Ill., and E. G. and J. T. Hayward of Cooks-

ville. The latter will have charge of the elevator at Rantoul, assisted by J. S. Hayward, a nephew.

The recently chartered Cropsey Elevator Co. of Cropsey, Ill., has elected S. R. Williams secretary.

E. R. Eilts is remodeling his grain elevator at Danforth, Ill. The Burrell Engineering and Construction Co. has charge of the work.

The P. H. Warner Co. has been chartered at Chicago with a capital of \$2,500, to deal in flour, feed and seeds. Philip H., Ernest G. and Minnie Warner, are the incorporators.

The Burrell Engineering and Construction Co. of Chicago, has the contract for J. H. Parish's new 40,000-bushel elevator at Homer, Ill. It is being erected adjoining his present elevator and will be modern in every respect. It will be completed about the middle of August.

J. M. Current is building an addition, 36x36 feet, to his present elevator at Homer, Ill. The new structure will be 50 feet high with a 22-foot cupola and will have a larger storage capacity than the old elevator. The Burrell Engineering and Construction Co. of Chicago, Ill., has the contract.

### EASTERN.

W. F. Edson is erecting a grain and feed store at Randolph, Vt.

Johnson & Son have opened a grain store at Bristol, N. H.

Parker & Humphrey are reported to have sold their grain business at Barton, Vt.

S. I. Morse has purchased a building at Sandwich, Mass., and will open a grain store.

The office of Ewart & Lake, grain dealers and millers, at Groveland Station, N. Y., was entered by burglars on the night of July 23. The safe was blown open, the robbers securing about \$25 in money and some valuable papers.

The Consolidated Grain Co. has been chartered at East Orange, N. J., with a capital stock of \$25,000. Walter H. Sloane, Charles T. Neale, Edward Elsworth, Samuel G. Metcalf and Harry H. Picking are the incorporators.

Thomas Cole has sold his interest in the grain and hay business of F. M. Cole & Co. at Putnam, Conn., to his son, F. M. Cole, who will continue the business alone. Mr. Cole, senior, has removed to East Greenwich, R. I., and will engage in farming.

George F. Wetherbee's grain and feed store at Gardner, Mass., was broken into by burglars on the night of July 29 and the safe blown open with dynamite. The robbers secured only 50 cents, as Mr. Wetherbee had deposited all his money in the bank the day before.

The Washburn-Crosby Co. will not build an elevator at Buffalo, N. Y., as was contemplated some time ago, but has made arrangements for storing its wheat in the Frontier Elevator, which is located near the mill. A conveyor has been built between the mill and elevator. The Frontier Elevator has a capacity of 650,000 bushels.

The new storage system of the Steelton Flouring Mills at Steelton, Pa., consisting of four steel storage tanks, is now ready for use. The tanks were erected by the Steel Storage and Elevator Construction Co. of Buffalo, N. Y., and cost about \$15,000. They have a storage capacity of between 25,000 and 30,000 bushels each, bringing the total storage capacity of the plant up to about 160,000 bushels. The tanks are each 64 feet high and 24 feet 10 inches in circumference. They are built entirely of steel, no wood entering into their construction, and are practically fireproof. The tanks are circular in shape and are grouped on the site formerly occupied by the office of the mills, which was moved to make room for their erection. In the center of the group a steel elevator tower rises about 25 feet above the tanks. John Hoffer, proprietor of the mills, decided upon an increase in the storage capacity of his plant early last May and work was commenced as soon as the site could be cleared.

Plans for the new grain elevator and freight sheds to be erected by the Boston & Maine Railroad Co. on Mystic wharf, Charlestown (Boston), Mass., to replace those destroyed by fire on July 5, are being prepared in the company's department of engineering. Steel will be used in the construction and the buildings made practically fireproof. The elevator will have a capacity of 500,000 bushels. Work on the elevator will probably not be hurried, as the one at the Hoosac Docks will accommodate all the grain that is likely to be sent to Boston for export for some time. The officials of the road, who originally figured on putting up a building of about 750,000 bushels' capacity, are now inclined to believe that one of a capacity of 500,000 bushels will be large enough to meet all requirements. As already announced the sheds will be of steel and of the two-story type. It will not be possible to use the heaviest steel and cement construction because of the fact



that the sheds will rest on piles, instead of solid filling. They will, however, be practically fire-proof.

At Penn Yan, N. Y., the grain and milling business of C. T. Birkett has been incorporated under the style of the Birkett Mills. The capital stock is \$150,000. The directors are: Clarence T. Birkett, Calvin J. Huson, and Arthur L. Bailey, Penn Yan; and Edward Owlett and Walter W. Miller, Wellsboro, Pa. A general milling and grain business will be done.

The John H. Taylor Co. has been chartered at Watertown, Conn., with a capital stock of \$10,000, to do a grain and feed business. John H. Taylor of Watertown and Abner Hendee and John E. Lynch of New Haven, Conn., are the incorporators. The new corporation has acquired the grain business of C. W. and T. F. Atwood at Watertown, taking possession August 1.

#### SOUTHERN AND SOUTHWESTERN.

J. F. & A. Voris succeed A. Voris in the grain trade at Burgin, Ky.

The Oates Grain Co. has completed a new elevator at Ponca City, Okla.

The Waurika Elevator Co. of Waurika, Okla., will build a new elevator this season.

A recently organized milling company at Denton, Texas, is building a 40,000-bushel steel elevator.

The Pond Creek Mill and Elevator Co. of Pond Creek, Okla., will erect a 100,000-bushel elevator at that place.

The Celina Mill and Elevator Co. of Celina, Texas, has amended its charter, increasing its capital stock from \$30,000 to \$50,000.

The recently chartered Fairfax Grain and Elevator Co., of which Henry McGraw is the head, is building a large elevator at Fairfax, Okla.

The Schuff Grain Co. has succeeded to the grain business of A. C. Schuff & Co. and the feed business of Henry Freuchtenicht at Louisville, Ky.

J. D. Frazier & Co., wholesale grain and flour dealers at Atlanta, Ga., are now located in their new warehouse on the W. & A. R. R., in that city.

The Hogan Grain Co. of Davidson County, Tenn., has been chartered with a capital of \$10,000. The headquarters of the new corporation will be at Nashville, Tenn.

E. J. Miller has sold his elevators at Perry, Okla., to the local farmers' association. P. B. Worfinger will have the management of the business for the cooperative organization.

It is claimed that grain elevators will be erected at the following points in Grant County, Okla., by the Farmers' Exchange Association: Wakita, Gibson, Manchester, Clyde, Renfrow and Jefferson.

Vandenburgh Bros., grain dealers of Blackwell, Okla., write that they expect to build a large cleaning house at that place this year. The firm operates a good line of country houses in that section.

W. S. Brown has moved his grain and feed business into his recently completed warehouse at Birmingham, Ala. The new building is three stories high and modern in construction and equipment.

The Lambertson Mill and Grain Co. has been incorporated at Brownwood, Texas, with a capital stock of \$50,000 to operate mills, gins and elevators. W. P. Lambertson, J. A. Austin and W. P. Logan are the incorporators.

The Weller Manufacturing Co. of Chicago has sold to the Missouri Pacific R. R. Co., through T. H. Bunch of Little Rock, Ark., a complete elevator outfit for the new Missouri Pacific Elevator now being erected at Argenta, Ark.

The Hughes Warehouse and Elevator Co. is erecting a large grain elevator in Nashville, Tenn. This company has established a system of elevators in several southern cities, and will soon have a chain of houses covering the principal distributing points of the South.

The Fullenlove Elevator Co. has been chartered at Louisville, Ky., with a capital of \$20,000, divided into shares of \$100 each. The incorporators are Clint C. McClarty, Elliott K. Pennebaker, Lawrence L. Leopold, McClellan C. Fullenlove and H. S. Fullenlove.

The Nashville Warehouse and Elevator Co., which has a large grain warehouse in South Nashville, Tenn., is contemplating erecting a large elevator in the Louisville & Nashville yards at Nashville. The plans for this building have been prepared for some time.

A large grain elevator is to be erected at Chalmette, La., by the Frisco and Southern railway systems. Chalmette is the terminus of the Frisco and Southern roads. The plans for the proposed elevator are being prepared and provide for a storage capacity of 1,000,000 to 1,500,000 bushels, together with a dryer of 250,000 bushels' capacity.

These improvements, together with the present 500,000-bushel elevator at Chalmette, will give the Frisco and Southern systems a total storage capacity of about 2,000,000 bushels at that point. It is stated that the contract will soon be awarded.

A charter has been granted to the Frisco Grain Co. of El Reno, Okla., capitalized at \$25,000. The incorporators are: Charles Cox of Augusta, Okla.; Ed. Gagnebin and A. S. Cox of Carmen, Okla. The company proposes to build and operate elevators at various points in Oklahoma.

In connection with the various elevators and warehouses either projected or in course of construction in Nashville, Tenn., as mentioned elsewhere, it is stated that several other grain companies are considering plans for the construction of grain handling plants in that city.

The Capital Grain Co. has been incorporated at Nashville, Tenn., with a capital stock of \$70,000, to do a general grain business and operate a feed and chop mill. The incorporators are: R. W. and J. B. McLemore, Samuel Pointer, Joseph Fox, William Cheairs and F. G. Lester. Mr. Lester is the only Nashville man connected with the enterprise, the other stockholders being residents of Columbia, Franklin, Murfreesboro and Spring Hill, Tenn. The corporation has purchased the power house of the Nashville Street Railway and Light Co., recently abandoned by that concern, and a tract of land adjoining, on which a two-story frame warehouse and a grain elevator will be erected. The elevator will be of frame, covered with corrugated iron, and will cost about \$5,000. The brick building, formerly used as a power house, will be remodeled and fitted up with machinery for the manufacture of feed, chop and corn products. It is expected to have the plant completed and ready for operation about October 1. The site chosen is located on the river front and switch tracks are already in. J. B. McLemore of Columbia, Tenn., is president of the new company. It is stated that storage capacity for between 200,000 and 250,000 bushels of grain will be provided for in the new plant. Work will be commenced at once.

#### MISSOURI, KANSAS AND NEBRASKA.

A farmers' elevator is being built at Bladen, Neb.

Wilson Bros. are remodeling their elevator at Berwyn, Neb.

J. H. Pope is reported to be building an elevator at Roseland, Neb.

W. T. Hudson will build a 10,000-bushel elevator at Nashville, Kan.

J. H. Currie's new elevator at Bradshaw, Neb., is about completed.

J. P. McGrath will build a new grain elevator at New Castle, Neb.

George La Fevre will build a wheat elevator at Bowers' Mills, Mo.

The Foster Grain Co. is said to have closed its elevator at Ruby, Neb.

The Ferguson Elevator at Hansen, Neb., has been undergoing repairs.

A new scale has been installed at the Farmers' Elevator at Kearney, Neb.

The Pacific Elevator Co.'s new elevator at Marquette, Kan., is completed.

The Wells-Hord Grain Co.'s new elevator at Phillips, Neb., is completed.

C. F. Blauer succeeds Bandt & Blauer in the grain business at Speed, Kan.

C. T. Sykes is reported to have sold his grain business at New Murdock, Kan.

Hanna & Bland succeed J. W. Bland & Bro. in the grain business at Canton, Mo.

O. H. Eggleston is making some improvements to his elevator at Valparaiso, Neb.

The new Farmers' Elevator at Phillipsburg, Kan., has been opened for business.

A cooperative elevator is to be built at Straussville, Neb., by farmers of that vicinity.

The Olmitz Grain Co. succeeds Beshka & Schreiber in the grain trade at Olmitz, Kan.

The Farmers' Grain and Supply Co. is erecting a 25,000-bushel elevator at Atlanta, Neb.

It is announced that R. Hunzeker will build a 25,000-bushel elevator at Lewiston, Neb.

The Pretty Prairie Grain Co.'s elevator at Pretty Prairie, Kan., is now ready for business.

The Farmers' Elevator Co. of Waco, Neb., will either buy or build an elevator at that place.

The elevator at Nimburg, Neb., has been equipped with an improved Hall Distributor.

E. F. Marshall's new 15,000-bushel elevator at Weeping Water, Neb., is about ready for business.

The Farmer's Co-operative Association of Cedar Bluffs, Neb., has installed a new 25-horsepower

engine and boilers and made other improvements at its elevator.

The Foster Grain Co. of York, Neb., has completed a new 16,000-bushel elevator at Germantown, Neb.

John Humphrey has leased the elevator at Friend, Neb., formerly operated by A. C. White & Co.

The Stroemer Lumber and Grain Co. has been incorporated at Alvo, Neb., with a capital of \$15,000.

A farmers' elevator will be built at Gothenburg, Neb., as soon as sufficient money is raised for that purpose.

The Cadams Co-operative Grain and Live Stock Association has filed articles of incorporation at Cadams, Neb.

W. W. Bromelsick, proprietor of the mill at Eudora, Kan., has just completed a 25,000-bushel grain elevator.

Butterfield & Sons of Humboldt, Neb., are reported to have bought C. R. Smith's elevator at Table Rock, Neb.

An improved Hall Distributor has been installed in the Westbrook-Gibbons Grain Co.'s elevator at Pool Siding, Neb.

New conveying machinery has been installed between the Cain Milling Co.'s mill and elevator at Atchison, Kan.

It is reported that the Albion Milling Co. of Albion, Neb., will build a new 40,000-bushel elevator at that place.

The Omaha Elevator Co. has installed a gasoline engine in its elevator at Callaway, Neb., and made a number of repairs.

The Farmers' Elevator Co. of Elgin, Neb., has been granted a site for an elevator on the North-Western right-of-way.

The Wells-Abbott & Nieman Co. of Schuyler, Neb., recently installed an improved Hall Distributor in its elevator.

The Kansas Grain Co.'s new elevator at Macksville, Kan., is ready for business. This makes three elevators at that point.

H. O. Bradley, manager of the Kansas Flour and Grain Co., writes that he has moved his headquarters from Manhattan to Clyde, Kan.

Charles Page, who has been in the grain and fuel business at Monument, Kan., for a number of years, is reported to have moved to Erie, that state.

The Anchor Grain Co. is remodeling its grain warehouse at Hartington, Neb., and converting it into an elevator. The capacity will be materially increased.

The farmers around Goehner, Neb., are preparing to build a cooperative elevator. A track shipping business will be done while the elevator is being built.

The Lukens Milling Co. of Atchison, Kan., has let the contract for the erection of a 60,000-bushel addition to its elevator. The new structure will be built of brick.

M. T. Connor has retired from the grain business at Howe, Neb., having sold his interest in the elevator to G. W. Cummings of that place and Arthur Allen of Auburn, Neb.

P. H. Gupton's new elevator at Oxford, Neb., which replaces the one burned several months ago, is nearing completion. It will be larger and more modern than the old one.

The Nebraska Elevator Co. has sold its elevator at Rising City, Neb., to the Rising City Co-operative Association, a farmers' elevator company, of which N. Holderness is president.

The new elevator of the Farmers' Co-operative Association at Dillwyn, Kan., will soon be ready for operation. The completion of this house will make three elevators in that town.

G. L. Baker has enlarged his elevator at Bush-ton, Kan., greatly increasing the capacity. A new metal roof replaces the former shingle roof, and other improvements have been made.

The Lawrence Milling and Elevator Co. has been chartered at Lawrence, Neb., with a capital stock of \$16,000, to do a milling and grain business. W. M. Ross is at the head of the enterprise.

A charter has been granted to the A. D. Wright Grain Co., Kansas City, Mo., capitalized at \$10,000. The incorporators are: G. W. Kenney, A. D. Wright, J. S. Smith, J. M. Sewall and E. A. Twidale.

The Bartling Grain Co. of Nebraska City, Neb., has let the contract for the erection of an elevator at Paul, Neb., to replace the one recently destroyed by fire. The new house will have a capacity of 15,000 bushels, which is 5,000 bushels



larger than the burned one. It is to be completed by October 1.

The Arrow Mill and Elevator Co. has been incorporated at Arrow Rock, Mo., with a capital of \$6,000. The incorporators are: B. L. Thompson, T. H. Brockway, B. P. Howell and A. W. Nell.

The Iowa-Nebraska Grain Co.'s new 100,000-bushel terminal elevator now being erected at Gibson Station (Omaha), Neb., will be equipped with the Hall Non-chokable Boots throughout.

The new 60,000-bushel elevator of the Lee-Warren Milling Co. at Salina, Kan., was opened for business August 3. The elevator is of crib construction, 32 feet square, and about 57 feet high.

The Merriam & Holmquist Grain Co. has ordered a Hall Non-chokable Boot for their 600,000-bushel elevator on the Missouri Pacific tracks in Omaha. It will replace the old-style boot now in use.

The Upton Lumber Co. has made a number of improvements to its grain elevator at Pierce, Neb. A new 16-horsepower Charter Gas Engine has been installed and additional cleaning and loading machinery has been put in.

The Barnett & Record Co. of Minneapolis, Minn., has the contract of the Anheuser-Busch Brewing Association of St. Louis, Mo., for the erection of 12 tile grain storage tanks with a total capacity of 300,000 bushels, at St. Louis.

Joseph White has sold his interest in the Nebraska-Iowa Elevator Co. of Lincoln, Neb., to F. E. Coe, the company's manager at Lincoln. It is said that Mr. White contemplates either buying or building an elevator at some Nebraska point.

It is announced that the Geneva Farmers' Elevator Co. has leased the Furgeson Elevator at Geneva, Neb., for a period of one year at a monthly rental of \$50. The farmers are said to have an option to purchase the house for \$6,000 if desired.

The Glasgow Milling Co. of Glasgow, Mo., is erecting a 21,000-bushel steel storage tank. The construction work is being done by R. C. Stone of Springfield, Mo. When the work is completed the milling company will have a total storage capacity of 150,000 bushels.

The Mason Gregg Grain Co. has been chartered at Kansas City, Mo., with a capital stock of \$75,000, all paid. The incorporators are: Justus C. and John H. Gregg of St. Joseph, Mo., and Mason Gregg of Kansas City. The company will handle grain, hay and seeds.

J. T. Evans of South Bend, Neb., who operates a line of elevators on the Rock Island between Omaha and Lincoln, Neb., will move his headquarters from South Bend to Lincoln. The houses are located at Richfield, Meadow, South Bend, Murdock, Alvo and Prairie Home, Neb.

It is announced that the Merriam & Holmquist Co. has purchased a site at Omaha, Neb., and will erect a 200,000-bushel elevator. Storage tanks with a capacity of between 30,000 and 60,000 bushels will be maintained in connection with the elevator. The company has arranged with the Missouri Pacific belt line for trackage facilities.

Shaw, Garner & Co.'s new 15,000-bushel grain elevator at Louisiana, Mo., is completed. A gasoline engine will be used to operate it until the Louisiana Gas and Electric Light Co.'s new plant is completed, after which the elevator will be operated by electrical power. Shaw, Garner & Co. also operate elevators at Pike Station, Rockport and New Canton, Ill.

A deal has been closed by the Stevens-Scott Grain Co. of Wichita, Kan., for the purchase of the Le Comte Elevator on the Missouri Pacific right-of-way at Concordia, Kan. Possession will be given at once, the Stevens-Scott Grain Co. making Concordia the Northern Kansas headquarters for its extensive string of elevators. F. W. Stevens will be manager at that point.

The McConaughy Grain Co. has been incorporated at Holdrege, Neb., with a capital stock of \$100,000. The incorporators are: C. W. McConaughy of Holdrege, Neb.; C. J. Miles and A. L. Clarke of Hastings, Neb. The new company has purchased the elevator and business at Holdrege owned by Milmine, Bodman & Co. This makes ten elevators which are owned by the new corporation, which will have its headquarters at Holdrege. Mr. McConaughy is general manager.

The contract for the Nebraska-Iowa Grain Co.'s 100,000-bushel elevator at Omaha, Neb., has been awarded to the Younglove & Bogges Co. of Mason City, Iowa. The new house will be modern in equipment and be operated by electrical power, several standard motors being installed for that purpose. In addition to the main elevator building, contracts have also been let for the construction of steel storage tanks, as fast as they are needed. The site of the elevator is on the Burlington tracks, just south of the Burlington depot at Gibson. Tracks will be run on both sides of the elevator to provide ample shipping facilities.

It is expected that the new house will be ready for operation by October 1. Euclid Martin is president, F. J. Campbell, secretary, and E. M. Andreesen, treasurer, of the Nebraska-Iowa Grain Co.

The W. J. Baird Grain Co. has been incorporated at St. Charles, Mo., to succeed W. J. Baird in the grain business. The capital stock is \$10,000 and the incorporators are: W. J. Baird, A. E. Hucker and George H. Meyer.

The Barnett & Record Co. of Minneapolis, Minn., has prepared the plans for the erection of J. C. Twamley & Son's new elevator at Omaha, Neb. The new elevator will be located at Twentieth and Commercial streets, near the Missouri Pacific belt line tracks. It is proposed to erect a modern elevator of about 200,000 bushels' capacity which will be so arranged that tank storage can be added later. Work on the new structure will be commenced at an early date and it will be pushed to completion as rapidly as possible.

#### WESTERN.

A large grain elevator is in course of construction at Spangle, Wash.

The Bozeman Elevator Co. has completed its new office at Belgrade, Mont.

It is announced that Wilmer & Dwyer will sell their grain business at Rosalia, Wash.

The Farmers' Warehouse Co., Elberton, Wash., of which C. A. Price is manager, has bought the warehouse at that place owned by Clarke & Eaton.

The Kerr-Gifford Warehouse Co. of Portland, Ore., will erect a new warehouse at Dayton, Wash., in addition to those operated at Whetstone and Turner, Wash. It will be 60x100 feet in size.

The Big Thompson Milling, Elevator, Light and Power Co. has been incorporated at Loveland, Colo., with a capital stock of \$100,000. It is said that the company will probably erect an elevator at Johnstown, Colo.

C. A. Lundy and J. W. Hughes of Reardan, Wash., have incorporated the Kennewick Grain Co. The new company will buy wheat at Connell, Kiona, Pasco and Kennewick, Wash., making the latter place headquarters.

John Calvert of Palouse, Wash., has purchased a warehouse at that place and will engage in the grain, hay and feed business. The present capacity of the warehouse is 25,000 bushels, but Mr. Calvert will build a large addition, materially increasing the capacity.

The J. Alexander Co. of Lewiston, Idaho, has taken over the Kerr-Gifford Warehouse at Sweetwater, Idaho. The company will hereafter carry on a grain business, both at Cuddebec and Sweetwater, Idaho, the grain at both points being handled from Sweetwater.

An addition 60 feet long is being built to the grain warehouse at Shawnee, Wash., a siding on the O. R. & N. Ry. This about doubles the capacity of the house. Many warehouses in that section of Washington are being enlarged to enable them to successfully handle the new wheat crop.

The Kerr-Gifford Warehouse Co. of Portland, Ore., and Tacoma, Wash., is erecting a grain warehouse, 200x50 feet, and a hay warehouse, 150x30 feet, at Mockonema in Whitman County, Washington. The company is also erecting a grain warehouse, 150x60 feet in dimensions, at St. John, Wash.

The Kerr-Gifford Warehouse Co. has filed articles of incorporation at Portland, Ore. The new company succeeds Kerr, Gifford & Co. and operates warehouses in Oregon, Washington and Idaho. It is capitalized at \$100,000 and the following are the incorporators: Peter Kerr, Thomas Kerr, Andrew Kerr and J. C. Flanders.

The concrete foundation for the Gallatin Valley Milling Co.'s new elevator at Belgrade, Mont., is in and the steel superstructure is now being erected. The plant will consist of an elevator and six steel storage tanks, giving a combined capacity of 250,000 bushels. The work is being done by R. C. Stone, the elevator contractor of Springfield, Mo.

The Mohler Milling and Warehouse Co., Ltd., has been chartered to do a grain and milling business at Mohler, Nez Perces County, Idaho. The capital stock is \$15,000, and the officers are: V. A. Billian, president; L. C. Caples, manager, and A. E. Hinckley, secretary-treasurer. The board of directors consists of the officers and A. G. Gross and Charles Giles.

C. E. Wood, a miller and grain dealer of Genesee, Idaho, and W. C. Cochran & Son, of Moscow, Idaho, have bought the Moscow Saw Mill Co.'s plant in that city. The saw mill machinery will be taken out and the buildings converted into grain and hay warehouses. Cochran & Son's flour mill, which was completed some months ago, but in which the machinery was never installed, will be moved to a site adjoining the recently purchased saw mill

plant. The machinery, which is already on the ground, will be put in place and the flour mill and warehouses will be operated by the above-named parties, with Clifford Cochran as manager.

#### MINNESOTA AND WISCONSIN.

A cooperative elevator has been built at Gary, Minn.

James McQuade is building a new elevator at DeGraff, Minn.

The foundation for the new elevator at Almora, Minn., is in.

W. E. Pegg & Co. will erect an elevator at Marietta, Minn.

A new grain elevator is being built at the Ada Roller Mills, Ada, Minn.

The Prairie Elevator Co. is building a new elevator at Richville, Minn.

The Marietta Grain Co. is building an annex to its elevator at Marietta, Minn.

Ole Halverson's new elevator at Donaldson, Minn., is ready for operation.

The Wykoff Grain Co.'s new elevator at Oakland, Minn., is about completed.

The Northwestern Elevator Co.'s new elevator at Norcross, Minn., is completed.

L. Coffield of Annandale, Minn., is erecting a grain elevator at Clearwater, Minn.

The Rothsay Elevator Co. of Rothsay, Minn., will build an elevator at Stockwood, Minn.

The Westbrook Milling Co. of Westbrook, Minn., will build an elevator at Dovray, Minn.

Henry Nicolin has leased the elevator at Jordan, Minn. Henry Langer will act as buyer.

G. C. Stevenson & Co. have completed an addition to their elevator at Dover, Minn.

A 35,000-bushel elevator is to be built by the Farmers' Elevator Co. of Campbell, Minn.

The Osborne-McMillan Elevator Co.'s new elevator at Otter Tail, Minn., is completed.

Peter Zetterberg is building a 35,000-bushel elevator near his warehouse at Mora, Minn.

The Babcock elevator at Farmington, Minn., has been enlarged and a dump scale installed.

The Hubbard & Palmer Co. is converting the old flour mill at Kasota, Minn., into an elevator.

A. J. Hunniwell has leased the elevator at White Bear, Minn., and will handle grain and feed.

L. A. Smith has been chosen as president of the new Farmers' Elevator Co. of Truman, Minn.

An independent elevator is to be built at Belgrade, Minn., by local business men and farmers.

Business men and farmers of Holloway, Minn., are planning the erection of a cooperative elevator.

The Farmers' Elevator Co. of Graceville, Minn., has secured a site for its elevator and will build at once.

The Cannon Falls Farmers' Elevator Co.'s new elevator at Cannon Falls, Minn., is about ready for operation.

S. H. Simonson of Oak Center, Wis., is contemplating increasing the feed department of his grain elevator.

Construction work has been commenced on the Morgan Farmers' Elevator Co.'s 35,000-bushel elevator at Morgan, Minn.

The Kandiyohi Farmers' Union Elevator Co. of Kandiyohi, Minn., has secured a site and will build a 30,000-bushel elevator.

The Atlantic Elevator Co.'s elevator at Sedan, Minn., was opened for business August 1, with J. P. Rooney in charge.

The Hennepin Elevator Co. of Minneapolis will at once commence work on the erection of a grain elevator at Downer, Minn.

Repairs on the Cargill Elevator Co.'s elevator at Spicer, Minn., have been completed and the house is now in first-class shape.

The Minnesota Farmers' Exchange has let the contract for the erection of a 20,000-bushel elevator at Elko, Minn., to cost \$3,500.

The Benson Grain Co.'s elevator at Hadley, Minn., opens for business August 15, with E. E. Erickson in charge as agent.

N. J. Olsen of Minneapolis, Minn., has leased the Doffing Elevator Co.'s elevator at Hastings, Minn., taking possession on August 1.

John Kendall has bought the Imperial Elevator at Owatonna, Minn., and moved it to a new site on the C. & N.-W. Ry. right-of-way.

The Younglove & Bogges Co. of Mason City, Iowa, is building an elevator at Jeffers, Minn., for the local Farmers' Elevator Co.

A 30,000-bushel elevator is being built at Benson, Minn., by the Hennepin Elevator Co. of Minneapolis, making five elevators at that point.



The new house will be operated by a gasoline engine.

The W. W. Cargill Co. of La Crosse, Wis., is said to be rebuilding its elevator at Altura, Minn., which was destroyed by fire on June 16.

The Jackson Milling Co. will increase the storage capacity of its elevator at Stevens Point, Wis., from 8,000 to 22,000 bushels.

The Myrtle Grain Co. has overhauled and repaired its elevator at Myrtle, Minn., in preparation for handling the coming crop.

A branch of the Minnesota Farmers' Exchange has been organized at Watters' Station, near Mankato, Minn., and an elevator will be built.

An elevator has been completed in the new town of Altona, Minn., on the recently constructed branch of the Soo, south of Detroit, Minn.

The foundation for the Farmers' Co-operative Elevator Co.'s elevator at Ihlen, Minn., is completed and construction work is in progress.

M. N. Tisdale has purchased the Peavey Elevator Co.'s house at Slayton, Minn., taking possession August 1. The consideration was \$4,500.

The new Farmers' Elevator at Wendell, Minn., is nearing completion, and will be ready for operation by the time the new crop begins to move.

David Askegaard has torn down his old elevator at Wolverton, Minn., and will replace it with a new and modern house of 40,000 bushels' capacity.

The Younglove & Boggess Co. has installed an improved Hall Distributor in the Nye-Schneider-Fowler Co.'s new 25,000-bushel elevator at Kiester, Minn.

The Appleton Farmers' Co-operative Elevator Co. of Appleton, Minn., has increased its capital stock to \$5,000. The company's new elevator is completed.

Owing to the increase of its business at Holloway, Minn., the Inter-State Elevator Co. is erecting a new elevator adjoining its present house at that place.

E. L. Williams has resigned as manager of the Farmers' Co-operative Elevator Co. at Lake Benton, Minn., and bought the Magandy Elevator at Arco, Minn.

The new elevator of the Farmers' Elevator and Warehouse Association at Sleepy Eye, Minn., is completed and in operation. It has a capacity of 40,000 bushels.

The elevator at Dennison, Minn., owned by the Dennison Farmers' Elevator Co., has been undergoing repairs and a set of new dump scales has been installed.

The Eagle Roller Mill Co. of New Ulm, Minn., has let the contract for the erection of a 30,000-bushel elevator at Clarkfield, Minn., and work has been commenced.

The Red River Milling Co. of Fergus Falls, Minn., is building a 25,000-bushel elevator at Wastasco, Minn., a siding between Everdell and Breckinridge, Minn.

The Farmers' Elevator Co. of Barry, Minn., has decided to erect a 50,000-bushel elevator and to install feed grinding and cleaning machinery. The company will also handle fuel.

M. B. O'Halloran of Rose Creek, Minn., has bought the Smith-McLaughlin elevators at Austin and Oakland, Minn., and George W. Hunt & Co.'s elevator at Brownsdale, Minn.

The Superior & Northern Elevator Co. of Superior, Wis., has changed its corporate name to the Alger-Fowler Co. H. T. Fowler is president and A. N. Lent, secretary.

The entire line of elevators, consisting of twelve Minnesota country houses, owned by the J. R. Stewart Elevator Co., has been taken over by the Acme Grain Co. of Minneapolis.

The Taylor Elevator at Hayfield, Minn., has been purchased by the John Miller Co. of Minneapolis and Duluth. A buyer has been placed in charge and the house opened for business.

A new brick engine room has been built at C. S. Christensen & Co.'s elevator at Madelia, Minn., and a 12-horsepower Howe Gasoline Engine installed. A new dump has also been built in the driveway.

The Luxemburg Grain Co. has been chartered at Luxemburg, Wis., with a capital of \$5,000, divided into 500 shares of \$10 each. Hector Bancker, Michael Arendt and August J. Salmon are the incorporators.

The old elevator at Madelia, Minn., owned by the Hubbard & Palmer Co., is being torn down. The company has secured a new site nearer the railroad right-of-way and will erect a modern 20,000-bushel elevator.

At the annual meeting of the Western Elevator Co., held at Winona, Minn., on July 20, the following officers were elected: President, Charles Horton; first vice-president, W. B. Parsons; second vice-president, W. P. Tearse; secretary, E. D.

Dyar, and treasurer, R. E. Tearse. The board of directors consists of the officers and J. R. Marfield and P. Frizier.

The firm of Atwood Bros. & White, grain dealers and millers at Alexandria, Minn., has incorporated with a capital stock of \$20,000. The incorporators are: Lyman C. and Herman G. Atwood and Henry K. White.

The Farmers' Elevator Co. at Beardsley, Minn., whose charter recently expired, has reorganized with a capital stock of \$10,000, as the Beardsley Farmers' Elevator Co. W. J. Turner is president and W. J. Wright is secretary.

The Douglas Elevator Co.'s new 30,000-bushel elevator at Morris, Minn., is nearly completed. It is being built on the site of the old Farmers' Elevator, which was bought by the Douglas Elevator Co. and torn down to make room for a modern house.

The Farmers' Co-operative Elevator Co. of Luverne, Minn., has been incorporated with a capital stock of \$50,000, divided into shares of \$50 each. The officers are: President, W. O. Preston; secretary, V. C. Mead. The new organization has purchased E. A. Brown's elevator at Luverne.

The Wisconsin Elevator Co.'s new elevator at Roberts, Wis., is completed and has a capacity of 30,000 bushels. It is 40x40 feet in dimensions, of crih construction, and 40 feet high. A brick office and engine house adjoins the main structure. The plant cost \$4,000 and is modern throughout.

L. Stark & Co. of Fairchild, Wis., will build a grain elevator and potato warehouse at Humbird, Wis. The building is to be about 60x100 feet in dimensions, part of which will be used for the storage of potatoes and part for grain. J. M. Rivard of Fairchild is to be manager of the business.

Two hundred farmers in the vicinity of Hutchinson, Minn., have organized a company to build or buy an elevator. The company has been incorporated with a capital stock of \$10,000, under the style of the Farmers' Co-operative Elevator Co. E. A. Tews is president and Sam G. Anderson Jr., secretary.

The Farmers' Elevator Co. of Elbow Lake, Minn., has decided to increase its storage capacity and will erect a new elevator adjoining its old one. The new house will be 24x32 feet in dimensions and will be equipped with dump scales, cleaning machinery and a gasoline engine. It is to cost about \$3,000.

Bernhard Stern & Son, millers at Milwaukee, Wis., are erecting nine new grain storage tanks at their plant in that city. The firm has already erected several of these tanks at its Jupiter Mill and the new tanks will be operated in connection with those now in use. The Barnett & Record Co. of Minneapolis has the contract.

The firm of Nichols & Kahn, which had been engaged in the grain business at Belleplaine, Minn., for the past year, has discontinued. They operated the Peavey Elevator under lease and as their lease had expired and the Peavey Elevator Co. wanted the house, the partnership was dissolved. Mr. Nichols will have charge of the elevator for the company as local buyer.

The Thompson Elevator at Hastings, Minn., and other property of D. L. Thompson, bankrupt, were sold recently by the trustee. The elevator was purchased for \$675 by Albert J. Schaffer of Douglas, Minn. W. H. O'Connell has since leased a one-half interest in the elevator from Mr. Schaffer and they have engaged in the grain business under the firm name of O'Connell & Schaffer.

The annex to the New Richmond Roller Mills Co.'s elevator at New Richmond, Wis., is nearing completion. The new building is 53x32 feet in dimensions and 70 feet high. It will have a storage capacity of 60,000 bushels, bringing the total storage capacity of the plant up to 160,000 bushels. The new and old parts of the elevator will be connected by a gallery and the grain will be carried by a belt conveyor.

The elevators at Marietta, Canby and Burr, Minn., which were formerly operated by Hanson & Cole and formed a part of the estate of the late Nels Hansen, were sold at receiver's sale on August 3 at Minneapolis. The Hoit Grain Co. purchased the elevators at Marietta and Canby for \$3,850 and \$8,010 respectively. Mrs. Ella M. Hanson, the widow, secured a one-half interest in the elevator at Burr, Minn., for \$2,500.

On July 30, three of the chain of elevators owned by D. C. Harrington of Pipestone, Minn., were sold at a chattel mortgage foreclosure sale. The sale was made to satisfy a mortgage given by Mr. Harrington to R. W. Ashton and G. H. Gurley of the Security Bank, Pipestone, to secure a sum of money which at the time of the sale amounted to \$11,051.15, principal and interest. The elevators sold are located at Pipestone, Gray Siding and Hatfield, Minn. All three of the structures are located on railroad right-of-way, for which reason they come under the head of personal property.

Mr. Harrington has assigned his right to redeem the Hatfield property to J. E. Stair of Minneapolis, who will secure possession of the elevator.

A. Tanner, grain dealer and miller at Little Falls, Minn., has sold his 8,000-bushel elevator on the Northern Pacific right-of-way to the Morrison County Farmers' Exchange. John Billstein will have charge as manager.

A branch of the National Farmers' Exchange has been organized among the farmers of Le Sueur County, Minn., and an elevator is being built at Pettis, a siding on the Milwaukee road near St. Peter, Minn. The sum of \$3,260 has been subscribed to build the elevator. Edward McGrath is president and Fred Leith, secretary.

The Minnesota State Farmers' Exchange has entered into an agreement with the Lahart Elevator Co. of Minneapolis, Minn., whereby the latter concern is to handle the grain from the various farmers' elevators at its Minneapolis terminal house. A charge of one cent a bushel will be made for handling wheat, rye and barley and one-half a cent for corn and oats. The charge for flax and all seeds will be one per cent.

The Eagle Roller Mill Co. of New Ulm, Minn., is building new elevators at Madison, Boyd, Clarkfield and Fairfax, Minn., and is remodeling the elevator at Dawson, recently purchased from Edward Danielson. The company's elevator at Cobden, Minn., is also being overhauled and repaired. A new dump scale and a gasoline engine will be installed in this house. When the new elevators are completed the Eagle Roller Mill Co. will have a string of 56 houses.

The Skewis-Moen Co. of Minneapolis has bought the elevator and grain and coal business at Madelia, Minn., owned by the Peavey Elevator Co. The elevator will be overhauled and remodeled and new machinery installed. It is the intention of the Skewis-Moen Co. to convert the elevator into a cleaning house for its elevators located on the C., St. P., M. & O. Railway. Fifteen of the forty elevators owned by the Skewis-Moen Co. are situated on this road. Mr. Stoner, who has been in charge of the elevator for the Peavey Elevator Co. has been transferred to the company's house at Jeffries, Minn., his former home.

The Springfield Milling Co. is building a 60,000-bushel fireproof elevator adjoining its present elevator at Springfield, Minn. The new house will be 40x52 feet in dimensions and 87 feet high. It will be built of brick and will cost, including the equipment, about \$30,000. The company's two steel tank elevators will be moved to a site nearer the new house, so that all can be operated by the same power plant. It will be necessary to install an auxiliary engine in the power plant to operate the elevators, which, with the completion of the new one, will have an aggregate capacity of 150,000 bushels. It is expected that the work will be completed early in October.

#### THE DAKOTAS.

An elevator is being built at Revillo, S. D.

An elevator is to be built at Iroquois, S. D.

The Elliott Elevator at Rolla, N. D., is being rebuilt.

A farmers' elevator is to be erected at Colgate, N. D.

Harry Schussler is building an elevator near Kidder, S. D.

Another grain elevator will be erected at Manchester, S. D.

A farmers' elevator will be built at Mapes, N. D., this fall.

The Sullivan Elevator Co. will erect an elevator at Marion, N. D.

The Acme Elevator Co. is building an elevator at Oriska, N. D.

The Dunseith Mill Co. of Dunseith, N. D., will erect an elevator.

The Douglass Elevator Co. is building an elevator at Colfax, N. D.

Stone Bros. are building an addition to their elevator at Erwin, S. D.

The W. H. Douglas Elevator Co.'s new elevator at Kidder, S. D., is completed.

C. T. Mears has bought the elevator at Milton, N. D., from Pratten & Pickley.

The Imperial Elevator Co. has erected coal sheds near its elevator at Knox, N. D.

The St. Anthony & Dakota Elevator Co. will rebuild its elevator at Knox, N. D.

The Oshorne-McMillan Elevator Co. will build an elevator at Donnybrook, N. D.

A gasoline engine has been placed in the Northwestern Elevator at Grover, S. D.

Whalen Bros. of St. Thomas, N. D., have bought the Creel Elevator at Lawton, N. D.

The National Elevator Co. of Minneapolis, Minn., is building a 30,000-bushel grain elevator at Wheat-



ville, N. D. The contract was placed with the Barnett & Record Co.

The Farmers' Co-operative Elevator Society of Sisseton, S. D., is building an elevator.

The Russell-Miller Milling Co. is building a 40,000-bushel elevator at Eldridge, N. D.

M. King of King & Peterka at Lesterville, S. D., is building an elevator at Platte, S. D.

The Great Western Elevator Co.'s house at Buffalo, N. D., has been undergoing repairs.

B. Gartland and Robert Wilson of Iroquois, S. D., are building an elevator at Esmond, S. D.

W. Z. Sharp of Artesian, S. D., is building an elevator in the new town of Junius, S. D.

The Royal Elevator Co. will rebuild its elevator at Manfred, N. D., which burned recently.

The Hubbard & Palmer Co.'s new elevator at Valley Springs, S. D., is nearing completion.

Work has been commenced on the erection of the new Farmers' Elevator at Binford, N. D.

An improved Hall Distributor has been installed in L. Buege & Co.'s elevator at Tripp, S. D.

The Cargill Elevator Co. is erecting a flat house, 30x60 feet, near its elevator at Flandreau, S. D.

The Western Elevator Co. is making extensive improvements to its elevator at Watertown, S. D.

DeLaney Bros. of Williston, N. D., will build either an elevator or a flat house at Palermo, N. D.

The Andrews & Gage Elevator at Milnor, N. D., which was burned July 4, will be rebuilt at once.

The Amenias Grain Co.'s elevator at Voss, N. D., is completed and F. J. O'Neill has charge as agent.

M. Darmody, of Webster, S. D., will replace his old elevator with a larger and more modern building.

The Monarch Elevator at Englevale, N. D., has been overhauled and put in shape for the coming crop.

A. L. Foster of Souris, N. D., is reported to be building a 15,000-bushel elevator at West Hope, N. D.

Herman Backhaus has let the contract for the erection of a 21,000-bushel elevator at Linton, N. D.

The Farmers' Elevator Co. of Kindred, N. D., has acquired A. O. Cornwall's elevator at that place.

Thomas McBath's elevator at Watertown, S. D., has been undergoing repairs and a general overhauling.

The Farmers' Elevator Co. of Buford, N. D., has let the contract for the erection of a 40,000-bushel elevator.

The foundation for the Farmers' Elevator at Canistota, S. D., is in and construction work is in progress.

The Peavey Elevator at Englevale, N. D., has been undergoing repairs to put it in shape for the new crop.

A. Fritts of Hudson, S. D., has bought a flat house at Miranda, S. D., and will remodel it into an elevator.

It is announced that DeLaney Bros. of Williston, N. D., will build a 20,000-bushel elevator at White Earth, N. D.

The Dakota Elevator Co. has sold its elevator at McHenry, N. D., to the Farmers' Elevator Co. of that town.

E. Blankenburg, formerly of Springfield, Minn., but late of Ivanhoe, Minn., has bought an elevator at Henry, S. D.

The elevator at Gorman, N. D., has been torn down and a new house of larger capacity will be erected on the site.

The Spencer Grain Co.'s elevator at Tyler, N. D., was opened for the season August 1, with John Couenaugh in charge.

The South Dakota Grain Co. has torn down its old elevator at Tripp, S. D., and is erecting a modern house on the site.

It is expected that the new Thorpe Elevator at Lidgerwood, N. D., will be ready for business the latter part of August.

The new 20,000-bushel elevator of the Twin Brooks Elevator Co. at Twin Brooks, S. D., is nearly ready for operation.

The Farmers' Elevator Co. of Church's Ferry, N. D., will build a 25,000-bushel addition to its present elevator at that place.

It is stated that Ely, Salyards & Co. of Minneapolis, Minn., are contemplating the erection of an elevator at Litchville, N. D.

Farmers in the vicinity of Kulm, N. D., have bought one of the elevators at that point and will operate it on the cooperative plan.

The Atlas Elevator Co. of Minneapolis, Minn., is building a 30,000-bushel grain elevator at Miranda, S. D., to replace the one recently destroyed

by fire. The Barnett & Record Co. of Minneapolis has the contract.

The foundation for the Farmers' Elevator Co.'s elevator at Gary, S. D., is in and work on the superstructure has been commenced.

The National Elevator Co. has put up coal sheds at Minto, N. D., and will handle fuel in connection with its grain business at that place.

J. J. McBride has sold his grain elevator at Vienna, S. D., to the Eggen Lumber Co. of that place, possession being given August 1.

The Farmers' Traffic Association, which operates an elevator at Parkston, S. D., has decided to erect a new house of larger capacity.

Farmers in the vicinity of Kempton, N. D., have purchased E. M. Aldrich's elevator at that place and will operate it on the cooperative plan.

N. J. Olson has sold his elevator at Jessie, N. D., to the new farmers' organization known as the Jessie Farmers' Mercantile and Elevator Co.

A cooperative company under the style of the Surrey Citizens' Farmers' Elevator Co. has been organized to build an elevator at Surrey, N. D.

J. B. Peterson and John Mundt will each erect elevators at the new town of Crooks, S. D., on the new line of the South Dakota Central Railway.

J. M. Patterson was elected president and L. C. Goplerud secretary, at the annual meeting of the Portland Farmers' Elevator Co. of Portland, N. D.

E. E. Sidman of Wessington Springs, S. D., has awarded the contract to Lund, Rud & Co. of Minneapolis, for the erection of an 18,000-bushel elevator.

The S. Y. Hyde Elevator Co. has sold its elevator at Lake Preston, S. D., to the recently organized Farmers' Co-operative Elevator Co. of that place.

The Farmers' Alliance Elevator Co. of Toronto, S. D., is tearing down its old elevator and erecting a new one of 25,000 bushels' capacity, to cost \$3,500.

The Clark County Farmers' Elevator Co. has bought Walter M. Bail's elevator at Clark, S. D. M. L. Yeaman will be manager and R. D. McDonald buyer.

The Exchange Grain Co. has repaired and remodeled its elevator and office at Pierpont, S. D. New scales and a new gasoline engine have also been put in.

The material for the farmers' elevator, which will be built on the N. P. right-of-way at Minnewaukon, N. D., is now on the ground and work has commenced.

O'Leary & Cahill have awarded the contract for the building of their 25,000-bushel elevator at Albee, S. D., and it will be pushed to completion as rapidly as possible.

The Sleepy Eye Milling Co. of Sleepy Eye, Minn., has bought the Anderson Elevator at Houghton, S. D., and will make some improvements, including the installation of a gasoline engine.

A number of improvements and additions have been made at the Minneapolis and Northern Elevator at St. Thomas, N. D. A new gasoline engine has been installed and a new pit and leg put in.

The Farmers' Elevator Co. of Howard, S. D., has let the contract for the erection of a 25,000-bushel elevator. The new house will cost \$4,000, and is to be ready for handling the coming crop.

Frank M. Brown & Co. of Huron, S. D., has leased G. W. Van Dusen & Co.'s elevator at that place for a period of three years. A new dump has been put in and the capacity of the elevator will be increased.

The Soo Elevator Co. of Sioux Falls, S. D., has taken over the elevator at Ben Clare, S. D. The company recently bought the Deveraux Elevator Co.'s elevator at Rushmore, Minn., and the elevator at Worthington, Minn.

The Farmers' Alliance Warehouse Co. of Madison, S. D., is increasing the capacity of its elevator to 30,000 bushels by the erection of a flat house adjoining the present elevator. Other improvements will also be made.

W. A. Mills, who for some time has been manager of the Northwestern Elevator Co.'s elevator at Sioux Falls, S. D., has resigned and has leased the elevator on the Illinois Central in that city, engaging in business for himself.

The Farmers' Shipping Association of Brookings, S. D., will increase its storage capacity by the erection of a crib elevator 20x24 feet. The old elevator will be cut in two and placed on each end of the new structure. A sidetrack will also be put in.

The new 55,000-bushel concrete elevator of the Russell-Miller Milling Co. at Valley City, N. D., is nearing completion, is 42x42 feet in size and 55 feet high. The walls, floors, roof and partitions are all of concrete. The elevator will have six full bins and five short bins. Modern machinery, including hopper scales and a power shovel, will

be installed. Electricity will be the motive power. A concrete office building, 20x30 feet in size, is being erected.

The Alpena Warehouse and Elevator Co., of Alpena, S. D., has made a number of improvements to its elevator, including the installation of an improved Hall Distributor. At the recent annual meeting T. A. Thompson was elected president and George Whitney, secretary.

The Occident Elevator Co. of Jamestown, N. D., a subsidiary company of the Russell-Miller Milling Co., has bought the Osborne-McMillan Elevator at Valley City, N. D., John Laird will continue as manager of the house. The Russell-Miller Milling Co. now controls all but one of the elevators at Valley City.

#### IOWA.

A new roof has been put on Turner Bros.' elevator at Cumberland, Iowa.

Shambaugh & Son are erecting a grain elevator near their mill at Clarinda, Iowa.

The new Gowty Elevator at Kanawha, Iowa, is completed. It has a capacity of 30,000 bushels.

Turner Bros. will erect a new elevator at Griswold, Iowa, on the site of the one recently burned.

The Mt. Union Farmers' Elevator Co. of Mt. Union, Iowa, will erect an elevator at that place.

An addition, 24x60 feet, is being built to the Wheeler Grain and Coal Co.'s elevator at Poca-hontas, Iowa.

The Westbrook-Gibbons Grain Co. will install an improved Hall Grain Distributor in its elevator at Oto, Iowa.

The South Elevator of the Neola Elevator Co. at Persia, Iowa, has been undergoing repairs and a general overhauling.

Nylander Bros. are building an addition to their elevator at Ogden, Iowa. A new gasoline engine has also been installed.

The Farmers' Co-operative Society of Dougherty, Iowa, has purchased the Northern Grain Co.'s elevator at that place. The consideration was \$4,000.

The Western Elevator Co. is building a 25,000-bushel elevator at Burt, Iowa. The Younglove & Boggess Co. of Mason City, Iowa, has the contract.

C. A. Brown has purchased the interest of G. W. Hayden in the grain firm of Brown & Hayden, at Wapello, Iowa, and will continue the business alone.

The Iowa-Minnesota Cereal Co. of Mason City, Iowa, has bought the Great Western Elevator Co.'s elevator at Berkeley, Iowa. C. S. Phillips will have charge as agent.

The grain firm of Roe & Fedson at St. Ansgar, Iowa, has been dissolved, J. M. Roe selling his interest in the business to his partner, N. A. Fedson, who will continue.

A 15,000-bushel elevator is being built at Cartersville, Iowa, for the Cartersville Supply Co., a cooperative concern of that place. The work is being done by the Younglove & Boggess Co. of Mason City, Iowa.

The old elevator at Sibley, Iowa, which has been leased for a number of years by the Peavey Elevator Co., will again be put in operation after a year of idleness. It is now being overhauled and repaired and a new engine will be put in.

The elevator and office at Boone, Iowa, recently completed for the Farmers' Elevator and Live Stock Co. of that place at a cost of \$3,550, has been accepted by that concern. The house has a capacity of 15,000 bushels and is equipped with cleaning machinery.

The firm of De Wolf & Wells, grain dealers, with headquarters at Spencer, Iowa, has incorporated its business under the style of the De Wolf & Wells Co. The new company has a capital stock of \$75,000 and operates six elevators on the M. & St. L. Ry. and seven on the C., M. & St. P. Ry.

The Neola Elevator Co. is said to be negotiating for the purchase of the line of elevators owned by the Warren Elevator Co. of Des Moines, Iowa. The Warren company owns eight elevators on the Milwaukee road out of Des Moines. Luther Warren, who died recently, was the principal stockholder and manager of the company. The Neola Elevator Co. is owned by the Armour interests, W. A. McDougal of Des Moines being manager of the Iowa houses. It operates nearly 100 stations in central and southern Iowa.

A. B. Jaquith, president of the Exchange Grain Co. of Omaha, Neb., will build his elevator in Council Bluffs, Iowa, instead of Omaha. It will be located between the tracks of the Chicago Great Western and Rock Island railways, on a tract of land 175 feet wide and 2,000 feet long. It will have an initial capacity of 400,000 bushels. To this will be added storage tanks as necessity arises. The building will be 130x100 feet in dimensions, metal clad, and cost about \$150,000. The contract for the erection of the new elevator is



reported to have been awarded to Seeley, Son & Co. of Fremont, Neb. A stock company will probably be formed to operate the elevator, Mr. Jaquith retaining a controlling interest.

Articles of incorporation have been filed by the Iowa Grain and Milling Co. of Davenport, Iowa. The new company is capitalized at \$25,000 and is authorized to operate grain elevators, warehouses and flour mills and to do a general grain and milling business. The incorporators are: A. S. Wallace and W. H. Holliday of Davenport, Iowa, and Albert Rothschild of Davidson County, Tenn.

#### OHIO, INDIANA AND MICHIGAN.

The new elevator at Berkey, Ohio, is nearing completion.

H. C. Johnson has discontinued the grain business at Melmore, Ohio.

Walter Bishop has bought Owen Hurd & Son's elevator at Walton, Ind.

A new grain elevator is now in course of construction at Deckerville, Mich.

The grain firm of Woodward & Tarbuton at St. Mary, Ohio, has been dissolved.

Chamberlain Bros.' new elevator at North Lewisburg, Ohio, is now in operation.

D. C. Baxter is reported to have sold his grain and seed business at Bryan, Ohio.

A new engine has been installed in the Wolcott Grain Co.'s elevator at Wolcott, Ind.

W. B. Lynch's new elevator at Darlington, Ind., is completed and ready for business.

The Lake Odessa Elevator Co.'s new elevator at Lake Odessa, Mich., is nearly completed.

The elevator at Pontiac, Mich., was recently equipped with an improved Hall Distributor.

The Harris Milling Co. of Mt. Pleasant, Mich., has equipped its elevator with an improved Hall Distributor.

The elevator of Charles Wolohan at Birch Run, Mich., has been equipped with an improved Hall Distributor.

Thomas Wilson & Co. of Marlette, Mich., have let the contract for the erection of a new 25,000-bushel elevator.

F. B. Nims & Co. of Lansing, Mich., have installed an improved Hall Distributor in their new 20,000-bushel elevator.

Cutsinger & Webb, grain dealers of Franklin, Ind., have purchased the Dickson Grain and Coal Co.'s elevator at Amity, Ind.

The Union Grain and Hay Co. of Cincinnati, Ohio, is negotiating for a site for the erection of a large elevator in that city.

Chris Heimsath, proprietor of the Milan Flouring Mills at Milan, Ind., will erect a large elevator at that place in the near future.

Jessie Kerr, proprietor of the Pioneer Mills at Pioneer, Ohio, has about completed his new elevator, known as Elevator No. 2.

The Business Men's Association of Canton, Ohio, is said to be negotiating for the erection of a large grain elevator in that city.

The Elkton Grain Co. of Elkton, Mich., is making extensive improvements and alterations to its elevators. Alfred L. Chamberlain is manager.

H. L. Day of Minneapolis, Minn., has closed a contract for a Day Dust Collecting System for the Ann Arbor Railway Co.'s elevator at Frankfort, Mich.

Work has been commenced on the new elevator at Louisville, Ohio, which is being built for the grain and hay firm of Gehman, Loutzenheiser & Co. of Canton, Ohio.

The firm of Ross & Ross, grain dealers at Chalmers, Ind., was succeeded by Ross, Ross & Barr on August 10. Mr. Barr has been with the old firm for a number of years.

The United Grain Co. will rebuild its elevator at Toledo, Ohio, which was recently burned. The new house will occupy the old site and will be larger and of fireproof construction.

J. W. Guthridge of Flora, Ind., has traded his elevator at Cambria, Ind., to Harvey Rice for a tract of land in Texas. The new owner has taken possession and will operate the elevator.

The C., H. & D. Elevator Co. of Toledo, controlled by the C., H. & D. Railroad, was reorganized on July 29, and the following officers elected: Eugene Zimmerman, president; Thomas J. Walsh, secretary and T. E. Ferguson, treasurer and manager.

The grain business of Harry W. Kress at Middletown and Heno, Ohio, has been incorporated under the style of the Kress Grain Co., with a capital of \$15,000. The incorporators are: Harry W. Kress, Frank Schmitt, Elizabeth Schmitt, L. M. Comer and W. S. Pottenger. Mr. Kress is president and general manager. The new company will do a

track buyer's business in connection with the operation of its elevators, representing Baltimore, Buffalo, Toledo and Cincinnati firms.

George H. Crawford, a grain and hay dealer of Mendon, Mich., has bought the elevator at that place operated by Morris Kent. This gives Mr. Crawford two grain elevators.

M. A. Current, who has operated a grain elevator at State Line, Ind., for a number of years, has sold out to Morris & Lynch of Lebanon, Ind. Mr. Current will have charge of the elevator until after harvest, after which he will move to some other point.

The office of Taylor & Lawrence's grain elevator at Carrollton, Ohio, was entered by burglars recently. The robbers secured about \$2.50 in small change and 50 cents in postage stamps from the money drawer. An ineffectual attempt to open the safe was made.

Jesse Buckingham has sold his interest in the grain business of Mason & Buckingham at Monroeville, Ohio, to his partner, F. H. Mason, and contemplates engaging in farming. Mr. Mason will continue the grain business at Monroeville as well as his implement business at Bellevue, Ohio.

H. G. Pollock, a grain dealer of Middle Point, Ohio, has made an assignment. His liabilities are placed at \$11,000 and his assets at a little below that figure. The cause of his failure is said to be due to heavy losses last year caused by shipments being delayed en route on account of the congestion of railroad traffic.

The grain and hay firm of Early & Daniel of Cincinnati, Ohio, has secured a 25-year lease on one-half of the grain elevator in that city owned by the Big Four Railroad. The house has a capacity of 750,000 bushels and Early & Daniels secure for their use storage capacity for 375,000 bushels. The other half of the elevator will be kept by the railroad for general public use. About \$15,000 will be expended in making improvements to the elevator and when the work is completed the house will be practically two separate elevators.

#### CANADIAN.

Ole Moe has erected a flour and feed store at Rainy River, Ont.

An elevator is being built at Indian Head, Assa., by the Export Elevator Co.

The Imperial Elevator Co. is erecting an elevator at Indian Head, Assa.

R. J. Noble has sold his elevator at Oxbow, Assa., to the Melita (Man.) Roller Mills.

One of the line elevator companies will build a 20,000-bushel elevator at Ashville, Man.

A 40,000-bushel elevator and a 100-barrel mill are being built at Melfort, Sask., by Turner, McMichael & Co.

A building permit has been issued for the erection of a grain elevator at Toronto, Ont., to cost \$6,500.

The Stead & Herriot Elevator Co. has sold its elevator at Springside, Assa., to the Canadian Elevator Co.

James Cheyne has increased the capacity of his elevator at Melita, Man., and installed some new machinery.

Charles Pieper is installing some new machinery in his elevator at Gretna, Man., and making other improvements.

The McLaughlin & Ellis Elevator at Cartwright, Man., was burned recently, causing a loss estimated at \$5,000.

The Truesdell Elevator Co. of Winnipeg, Man., has sold its line of elevators to the A. Kelly Milling Co. of Brandon, Man.

The proposed cleaning and drying elevator of the Canadian Northern Railway Co. at Port Arthur, Ont., will be built this summer. The Day Dust Collecting System will be installed in the new house.

A report from Prescott, Ont., states that a new grain elevator will be built at Windmill Point, near that place. It will have a capacity of 1,500,000 bushels and is to be ready for business by next spring.

The Steel Storage and Elevator Construction Co. of Buffalo, N. Y., has the contract for rodding a number of the bins in the Harbor Commissioners' new elevator at Montreal, Que., which was recently opened.

The Brackman-Kerr Milling Co., Ltd., will build an additional elevator at Edmonton, Alberta, which will bring its total storage capacity at that point up to over 500,000 bushels. The new elevator will be built of steel and brick.

The Dominion government recently appropriated \$400,000 for the proposed grain elevator at Port Colborne, Ont., and \$50,000 to be used in deepening the Welland Canal between Thorold and Port Colborne. The sum of \$250,000 was also appro-

priated to be used in improving the entrance of the harbor at Port Colborne.

Brown & Knight, flour, feed and grain merchants at Arcola, Assa., have dissolved partnership. Henry Knight will continue the business.

H. L. Day of Minneapolis, Minn., has the contract for a Day Dust Collecting System for the Ogilvie Flour Mills Co.'s new elevator at Fort William, Ont.

The Colonial Elevator Co. of Winnipeg, Man., is said to be planning the erection of additional elevators on the new lines of railways which are being extended into the Last Mountain Valley and Saskatchewan Valley districts. The company now has a string of nineteen elevators.

It is announced that the Empire Elevator Co. will double the capacity of its elevator now in course of construction at Fort William, Ont., the plans being changed accordingly. H. L. Day of Minneapolis, Minn., recently closed a contract for installing the Day Dust Collecting System in the new house.

The Standard Grain Co., Ltd., has been chartered at Winnipeg, Man., with a capital stock of \$50,000, to carry on a general grain business and to construct and operate elevators within the province of Manitoba. The officers are: President, T. E. M. Banting; general manager, F. W. Robinson, and secretary-treasurer, J. C. Browne.

A dispatch from Fort William, Ont., of August 2, says: "About thirty workmen employed by the MacDonald Engineering Co. on the Ogilvie Elevator quit work to-day at noon. The cause of the trouble as reported by the Iron Structural Workers' Union, is that the company would not sign the agreement as drawn up by the union. The steel tanks, 95 feet high, are now completed, and structural iron work, 70 feet high above the tanks, is to be built yet.

The question of overages and shortages in grain cargoes from Fort William and Port Arthur has been brought before the Dominion Marine Association and the government for consideration and adjustment. Under existing conditions, a vessel on arriving at her destination and discharging her cargo is credited with the overage, if such exists, between the amount of grain she is charged with at the loading point and the amount delivered at the unloading elevator. On the other hand, all shortages between the amount of grain claimed to have been loaded at the starting point and the amount received at the unloading elevator is charged up against the vessel at the current market price per bushel. This is claimed by some vesselmen to work a hardship on them, as it is alleged that some of the boats are getting more than their share of shortages, while other boats are claimed to be getting more than their share of overages. It was suggested at a meeting of the Marine Association that an equitable proposition for all concerned would be to have the Department of Trade and Commerce take charge of the weighing of grain at the receiving elevators, in the same way as it does at the loading elevators at Fort William and Port Arthur, allow the vessels to pay for their shortages in the same way as at present, and that all overages be taken charge of by the department until the end of the season; and that the total amount of the overages be distributed then pro rata among the vessels in proportion to the number of bushels' shortage which had been charged up to them.

## OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month.]

J. J. Wilson, Pontiac, Ill.  
D. R. O'Neil, Paris, Ont.  
G. A. Bell, Ypsilanti, Mich.  
H. Sellers, supt. elevators, Port Arthur, Ont.  
A. Pollard, representing The Wolf Co., Chambersburg, Pa.  
Wade Wilson, New Brighton, Pa., representing Allis-Chalmers Co., Chicago.  
F. W. Frasier, editor Southwestern Grain & Flour Journal, Wichita, Kan.  
A. F. Shuler, Minneapolis, Minn., representing Huntley Mfg. Co., Silver Creek, N. Y.

The John A. Salzer Seed Co. of LaCrosse, Wis., recently made a large shipment of seed to foreign points, including New Zealand, Africa and South America. The demand for American seed in these countries is large, as it has been impossible to transplant growing plants and vegetables and have them bear well.



## THE EXCHANGES

A number of Duluth Board of Trade memberships have changed hands lately at \$1,400.

A membership on the Kansas City Board of Trade sold recently for \$2,500, including the transfer fee.

A Chicago Board of Trade membership was recently sold for \$3,350 net to the buyer, an advance of \$200 over the last previous sale.

The forty-ninth annual report of the Baltimore Chamber of Commerce has just come to hand. It is for the year ended December 31, 1903.

President Wernse of the St. Louis Merchants' Exchange and a party of business men of that city visited the Chicago Board of Trade on August 1.

The Omaha Grain Exchange has decided to discontinue the suit filed in January against the Chicago & North-Western Railroad on account of alleged discrimination in grain rates.

W. Brown Morgan, for 15 years elevator superintendent for the Nashville Warehouse & Elevator Company, has been elected assistant grain inspector of the Nashville Grain Exchange.

The inspection committee of the Toledo Produce Exchange has recommended the establishment of a grade of No. 4 red winter wheat, to include inferior or dirty red winter weighing not less than 32 pounds to the bushel.

Directors of the Minneapolis Chamber of Commerce have posted notices calling the attention of members to the rules governing advances on bills of lading and warning them against any violation of these rules for the purpose of influencing shipments.

Owing to numerous defaults on July deliveries, due to the shortness of the period in which the deliveries had to be made, the directors of the Chicago Board of Trade have recommended that the rules committee devise a plan to prevent anything of the kind occurring in the future.

The members of the Memphis grain trade recently presented E. K. Vorhees, of the Frisco System, with a handsome chest of silver tableware. The presentation was to mark the promotion of Mr. Vorhees from assistant general freight agent to general freight agent of the Frisco System.

On the membership of 1,792 there will be \$44,800 available to buy up memberships on the Chicago Board of Trade under the recent assessment of \$25 a membership. The assessment was due July 20 and should the price of memberships fall to \$3,000 the fund will be used to retire a certain number of memberships.

Directors of the Chicago Board of Trade continue to discourage applicants who are not strong enough financially to control their memberships. Another application for membership was turned down recently because the applicant had only \$1,000 and intended to borrow the remainder from his employer, the latter to control the membership.

Kansas City Board of Trade has voted to reestablish the rule requiring all trades in cash grain to be made on the basis of Kansas City weights. The rule was in force for about a year prior to the flood of 1903, when it was indefinitely suspended on account of interruption of the scale facilities at several elevators and the blockading of railroads.

By a vote of 307 to 27 the Minneapolis Chamber of Commerce on July 23 adopted a rule providing that all non-members shall pay the full commission when trading on that exchange. Some members of the exchange express dissatisfaction with the ruling and claim that in order to be consistent the by-law limiting the membership to 550 should be repealed. Memberships are now quoted at between \$3,400 and \$3,500.

New members of grain committees elected by Baltimore Chamber of Commerce are as follows: Wheat—Messrs. Blanchard Randall, A. W. Woodall and T. M. Maynadier. Corn—Messrs. John W. Snyder, George Frame and Thomas C. Kraft Jr. Oats—Messrs. C. S. Schermerhorn, J. N. Warfield and Charles D. Reid. Rye—Messrs. J. J. Snyder and Walter Kirwan. Barley—Oliver F. Lantz. Hay and Straw—Messrs. James T. Clendenin and William Hopps. Buckwheat—J. J. Buffington.

Three amendments have been made by the directors to the rules of the Omaha Grain Exchange. One provides that firms or corporations owning a membership shall designate some member to whom membership card shall be issued, and the firm shall be responsible for all trades made by him. It also provides that membership cards may be transferred upon application. Another article provides that every sale of cash grain sold by sample must be reported to the secretary by

1:15 p. m. on the day of sale, under penalty of a \$5 fine.

Capt. J. R. Dalton of the Chicago Board of Trade "cash" team has received and accepted a challenge from the Milwaukee Chamber of Commerce nine to play a match game in that city on Saturday, August 20. In accepting the challenge Captain Dalton stipulated that the members of both the Chicago and Milwaukee teams should be members of the grain exchanges of the respective cities.

The new rule for grain contracts at New York went into effect August 1. Contract deliveries may be made in lots of 5,000 bushels of any contract grade in licensed elevator in New York or Buffalo. New York deliveries will be as heretofore customary; the Buffalo delivery will be less the "published at and east" of Buffalo rail rate, and additional one-half cent per bushel equalization, together with seven days' free storage to buyer, instead of the old three days at New York.

The directors of the Chicago Board of Trade and the proprietors of regular elevators have reached an agreement which covers the stoppage of storage on grain for shipment, and will do away with any uncertainty as to when storage on grain shall cease. For the Armour Elevator, St. Paul and Fulton and Annex, storage will stop when cars are on the St. Paul tracks at Western Avenue or in the elevator yards. The cars are to be lined and ready to receive grain. For the Armour "C" and "F," cars must be at Wood Street or in the Western Avenue yard of the Burlington road or in the elevator yards. The City Elevator storage will cease when cars are at Fourteenth and Lumber streets and in the yards of the North-Western Railway. For the Chicago and St. Louis, Alton and National elevators, when cars are delivered to the Alton road. For the Galena, when cars are in the North-Western yards at Wood Street. For the Peavey and Calumet elevators, when cars are delivered to the Belt Line or E., J. & E. road. For South Chicago Elevator, the Belt Line and elevator yards. Rock Island Elevator, in the Rock Island yards at Forty-fourth Street. Illinois Central Elevator, at Illinois Central yards at Fordham, or at Randolph Street yards. For grain to be shipped on Eastern roads cars must be at the elevator ready to load. For vessels when they are at the docks of the elevators in condition to receive the grain.

### MILWAUKEE'S ANNUAL REVIEW.

The forty-sixth annual report of the Milwaukee Chamber of Commerce, for the year 1903, has been issued by Secretary William J. Langson. Among other things the report shows that the grain receipts for 1903 were slightly in excess of those for 1902. Regarding storage capacity at Milwaukee the report says: "There has been no change in the terminal grain storage capacity at Milwaukee since the publication of the last annual report of the Chamber of Commerce. New elevators have been built by the maltsters, brewers and millers for their own use, and the aggregate capacity of these private elevators is largely in excess of the terminal elevators located on deep water. The maximum capacity of the latter is 5,250,000, and of the millers', brewers' and maltsters' elevators 9,210,000 bushels. There is a great need of additional modern terminal grain storage capacity accessible to vessels of the largest capacity, and, as stated in the last Chamber of Commerce report, 'it goes without saying that the two railway corporations which enjoy a monopoly of the grain-carrying business of Milwaukee should provide ample modern facilities for handling expeditiously and economically a much larger volume of business than they can take care of with the facilities of a quarter of a century ago.' The comment is not less applicable at the present time than it was a year ago."

### PLAN FREIGHT BUREAU FOR CHICAGO.

As the outgrowth of the belief that this market was being discriminated against in the matter of freight rates, a petition having the indorsement of the transportation committee was recently circulated on the Chicago Board of Trade asking the directors to establish a freight bureau.

A special committee, consisting of John B. Adams, R. D. Richardson and James Crighton, was appointed to take charge of the matter and investigate the needs and expense of such a bureau. The committee looked into the matter carefully and reported in favor of the bureau, estimating the probable expense of such an institution at about \$15,000 per year.

After considering the report the directors outlined the establishment of the bureau in the following resolution:

"Resolved, That the president appoint a committee of three, who shall be authorized to employ a person thoroughly posted in freight rates, to ascertain and keep a record of the freight charges on produce dealt in on this Board and received or shipped on railroads with Chicago connections, to report on any discrimination made in such rates

against the Chicago merchant, to use his influence with the authority of this Board to prevent or remove all discriminating rates, and to render such other services in securing equitable freight rates for our members as this Board may from time to time order. Said committee shall be authorized to secure a suitable office, and to employ a competent rate clerk, and such other employees as they may deem necessary to secure efficient service from this department. The action of this committee hereunder shall be subject to the approval of this Board."

President Jackson later appointed J. B. Adams, James Crighton and John T. Sickel as a committee to make necessary arrangements for establishing the bureau.

## COMMISSION

The Acme Grain Co. of Minneapolis, Minn., has increased its capital stock to \$150,000.

E. E. Nippert, formerly rate clerk with the L. & N. Ry., has become associated with the Union Grain and Hay Co. of Cincinnati, Ohio.

The Swaffield-Murphy Commission Co., grain commission merchants of New Orleans, La., has been incorporated as the Swaffield-Murphy Co.

Charles K. Liquin, who has been sample salesman on 'change for Crighton & Co., Chicago, has gone with the Mueller & Young Grain Co., Chicago.

Robert C. House, who has been with W. T. Kemper, Kansas City, Mo., for some years, has purchased a membership in the Kansas City Board of Trade.

Richard L. Boyer, with Milmine-Bodman & Co., Chicago, for the past few years, has made a connection with Pringle, Fitch & Rankin, grain commission, Chicago.

F. W. Hotchkiss, cash grain man with Seaverns, Chicago, and more recently with the Alton Grain Co. of this city, has gone with the Calumet and Western Elevator Co.

Caughey & Carran of Detroit, Mich., have taken on the elevators at Sherwood and Union City, Mich., and will operate them in addition to their regular line of elevators.

The National Hay and Grain Co. has been chartered at St. Louis, Mo., with a capital of \$2,100, all paid. The incorporators are George McGowan, F. E. Wilkins and W. M. Sutherland.

The Interstate Grain Co. has been incorporated at Cincinnati, Ohio, with a capital stock of \$25,000. The incorporators are: W. S. Todd, C. S. Emerick, J. C. Fulton, Jr., A. A. Bromhall and J. O. Davis.

M. C. Mitchell, who was vice-president of the Alton Elevator Co. and president of the Alton Grain Co., has severed his connection with those interests and gone back into the wheat pit on his own account.

Samuel Kennedy, a small trader, with offices at 412 Rialto Building, Chicago, ordered his trades closed out on August 5, his customers having failed to respond to calls for margins. He expects to arrange to resume business.

F. M. Davis & Co., grain and seed commission, Minneapolis, Minn., have incorporated with a capital stock of \$50,000. The officers are: President, F. M. Davis; vice-president, A. Owen; secretary-treasurer, Reginald J. Healy.

John De Mollett, who has been assistant manager of the Union Grain and Hay Co., Cincinnati, Ohio, has severed his connection with that company and become associated with H. Good & Co., grain commission merchants at Cincinnati.

The Thomas Johnston Co. has been incorporated at Baltimore, Md., with a capital stock of \$10,000, to do a grain commission business. Thomas Johnston, William Rodgers, Harry C. Hindes, Joseph M. Warfield and Clarence A. Euler are the incorporators.

T. C. Bullock, who for a number of years operated the flour mill at Melita, Man., and A. M. Blackburn, who has been in the grain business at Wolseley, N. W. T., for some time, have formed a partnership and engaged in the grain commission business at Winnipeg, Man.

It is reported that the Adler Stock and Grain Co. of St. Louis, Mo., is to open branch offices in South Bend, Goshen, La Porte and Ligonier, Ind., and Grand Rapids and Kalamazoo, Mich. It is stated that the company has taken over the eastern wire of Laidley & Co.

The Thyson Commission Co. of St. Louis, Mo., whose failure was recently announced, has paid all its obligations in full and resumed business. The financial embarrassment of this house was brought about by the failure of a number of its customers to make good margins on sales of July



wheat in the St. Louis market, that option having advanced 10 cents a bushel.

A change in one of the oldest Chicago Board of Trade firms was announced on August 3. With the expiration of partnership arrangements, R. H. Bunch retired from the firm of Rumsey & Company. The firm will hereafter consist of I. P. Rumsey, Frank M. Bunch and Henry A. Rumsey.

Mason Gregg, who has been absent from Kansas City for some years, being in the grain trade in Chicago and New York, has returned to that city to resume business and has purchased a membership in the Kansas City Board of Trade. Mr. Gregg was formerly connected with Bryant & Co. of Chicago.

The speculative interests of the Altou Grain Co. of Chicago, were taken over by George A. Seaverns, Jr., on August 8. Both the Altou Grain Co. and the Altou Elevator Co. went out of business on that date. Mr. Seaverns, who was president of the Altou Elevator Co. and vice-president of the Altou Grain Co., will operate the Mabbitt Elevator.

F. B. Richmond has withdrawn from the stock and grain commission firm of L. T. Sowle & Sons at Minneapolis, Minn. The change took place on July 30. The business will be continued under the same style by the other members of the firm, L. T. and C. L. T. Sowle. Mr. Richmond withdrew to take a much-needed rest from the cares of the business.

R. P. Eaton has severed his connection with the wholesale grain and commission house of Eaton, Hornsby & Co. at Harriman, Tenn., and engaged in the insurance business. Samuel P. Sparks, vice-president of the Manufacturers' National Bank of that city, succeeds Mr. Eaton as manager of the firm of Eaton, Hornsby & Co. The old style will be retained by the firm as the business is incorporated.

E. H. Martin of Des Moines, Iowa, has sold all his grain offices in Iowa and will in the future devote his entire attention to his telephone interests. The Webster City office and the other offices on the Des Moines and Mason City line were secured by the Donovan Commission Co. The Des Moines offices were purchased by Ware & Leland of Chicago. Mr. Martin has disposed of his board of trade memberships and will retire from the grain commission business.

One of the late firms to demand recognition on the Chicago Board of Trade is Somers, Jones & Co., with offices at 344-345 Rialto Building. The new firm succeeds A. L. Somers & Co., and has a capital stock of \$25,000, fully paid. A. L. Somers is president and Charles A. Jones, secretary and treasurer. Both are well known in Chicago grain circles and in the Western trade. They have experienced salesmen and all resources for handling consignments and orders satisfactorily for patrons.

Wilbur W. Murray of Detroit, Mich., and Toledo, Ohio, has sold his grain and stock brokerage business to the O'Dell Grain and Stock Co. of Cincinnati, Ohio. The O'Dell company will probably close its former office at Toledo and retain the Murray office in the Spitzer Arcade. D. U. Crockett will be the Toledo manager. The O'Dell company will also operate Mr. Murray's Detroit office. Mr. Murray retires from the commission business to become the active head of the Majestic Wire Co. of Detroit, whose factory will soon be moved to Monroe, Mich.

A. E. Sutton of Tacoma, Wash., who has been connected with the shipping and grain interests for the past fourteen years, has organized the firm of A. E. Sutton & Co. The new firm will carry on a general grain shipping and commission business, acting as buying agent for the Stockton (Cal.) Milling Co. and other California milling companies, as well as for foreign buyers of wheat and flour. Mr. Sutton was Tacoma manager for the Northwestern Warehouse Co. until last February, and was northern representative of San Francisco exporting houses.

W. W. Alder of Lafayette, Ind., and Buffalo, N. Y., made the important announcement on August 1 that on that date Mr. T. J. Stofer was admitted to partnership in the Buffalo commission business, the firm name being Alder & Stofer. Mr. Stofer became associated with Mr. Alder in 1893, and for the past six years has been the manager of the Buffalo office. Mr. Stofer's ability is recognized not only in the Buffalo market, where he has made a name as one of the best salesmen and judges of grain in the trade, but he was also chosen at Milwaukee as one of the directors of the Grain Dealers' National Association, besides being a director of the Buffalo Corn Exchange. The partnership does not affect Mr. Alder's track-buying business at Lafayette, it being entirely separate. Mr. Stofer remains in full charge of the business at Buffalo, and old and new customers are assured that the old liberal but safe policy of the firm will be continued.

The Illinois broom corn visible stock at July 25 was estimated at only one-eighteenth of that of a year ago at same date.

## CROP REPORTS

Portions of Georgia report the largest corn crop in years. Acreage is larger than last year.

Wheat yields in Washington and Oregon are varying from 10 to 30 per cent better than last year.

Corn prospects in Tennessee are exceptionally fine, according to the latest report of the state weather bureau.

In Pennsylvania the thrashing returns on oats are highly satisfactory, according to the state weather and crop bureau.

Elevator men at Kokomo, Ind., say the oats crop of Howard County, that state, is the largest on record. Quality of grain is high.

In Arkansas corn was nearly all laid by early in the month. Wheat and oats yields are satisfactory, but oats are below average in quality.

The Kansas City Star estimates the Kansas corn crop at 175,000,000 to 200,000,000 bushels. Much corn in the eastern seventy-five miles of the state is poor.

Cereal crops in New England are generally satisfactory. Corn is in excellent condition, and oats and rye have been harvested under favorable conditions.

The Burlington's report on Nebraska predicts the largest crop of corn in the history of the state. Another estimate places the yield at better than 180,000,000 bushels.

The Kentucky state report makes the condition of wheat at harvest 86, compared with 79 last month. The acreage is one-third less than last year. Corn condition is 93, and that of oats, 88.

The Northwestern Grain Dealers' Association is credited with making an estimate of 69,000,000 bushels for the Manitoba crop, and says there will be 17,000,000 bushels more for export than last year.

Kansas City advices say that reports from nearly 300 grain men and millers in Kansas, Nebraska and Oklahoma indicate a wheat yield for the three states of 105,000,000 bushels, as compared with 163,000,000 bushels in 1903.

Damage from black rust in the Northwest has apparently been confined to wheat, oats not being affected. The Duluth Commercial Record stated on August 8 that barley and oats were uniformly good in that section of the country.

There appears to be little room for doubt that Texas has a banner corn crop this year. Reports from nearly every section of the state are unanimous in declaring that the yield is the largest in years and that quality is above the average.

In the Missouri state report for August the corn condition is placed at 73, against 75 last month and 72 a year ago. The area is nearly 500,000 acres. Thrashing of oats is in progress. There is considerable damage from rust and yield will be below average.

President Winchell, of the Rock Island, said that the corn crop of Oklahoma and territories will be the largest in its history. Texas will produce over 160,000,000 bushels of corn, he declared, against 140,000,000 last year. Texas and the territories corn crop will certainly break all records, he predicts.

After a tour of the Kansas wheat belt, State Grain Inspector Radford and E. J. Smiley, secretary of the Kansas Grain Dealers' Association, estimate the wheat yield at about 65,000,000 bushels. They report corn in good condition nearly everywhere, but say that oats are an entire failure. Secretary Coburn of the state board of agriculture believes that an average crop of corn is assured.

C. A. King & Co., of Toledo, summarize the Michigan state report thus: "It makes wheat yield per acre eight bushels. This on 700,000 acres would mean a crop of 5,600,000 bushels. Last year the yield was nearly sixteen bushels per acre, giving a crop of 15,500,000 bushels. Oats yield 32 bushels per acre, against 32 a year ago; rye, 12 bushels. Corn condition 72, against 70 last month and 76 year ago."

The report of the Iowa weather bureau for the week ended August 8 states that "reports from thrashers in northern and central districts indicate fairly good yield and quality of oats and barley, with some local exceptions. Spring wheat is quite disappointing in sections where the acreage is largest, the rapid decline in condition being caused by rust and blight. Reports as to the corn crop are generally more cheerful in tone than were received in previous weeks. Though late and somewhat below normal in stand, the crop as a

whole has made fair progress, and with favorable conditions in the future the output is likely to be up to the average of the past fifteen years."

Secretary of Agriculture Wilson was quoted on August 1 as saying that "the condition of corn is better than in the last three years and wheat compares favorably with this time last year."

The Ohio report for August makes no mention of corn. It places the oats condition at 99 and adds: The oats crop is heavy and there is a large area. The result is a big total production for the state. There is great length of straw, and very little complaint of the heads not being well filled. The oats harvest will soon be completed over the state. The only unfavorable conditions are that in many fields the crop is lodged and down.

According to Illinois weather bureau report, corn maintains an excellent condition, but needs rain in many localities. The crop is mostly in tassel and some fields are earing and silking. The cutting of oats is practically finished and thrashing is in active operation. The general yield is satisfactory and the quality good. The thrashing of wheat, rye and barley has proceeded under favorable conditions. Rye and barley are yielding well.

On August 7 Broomhall cabled the following condensation of foreign crop conditions: United Kingdom—The wheat harvest is progressing favorably. The first lots of new wheat are reaching the mills and are in fine condition. France—In the northern or important wheat territory reports are variable, but a portion of this crop is certainly shriveled. Elsewhere thrashings are disappointing, and the yield is short in quantity but the quality is good. Germany—The drought continues generally throughout the country. Russia—Reports regarding spring wheat in the East are favorable and in the Southeast fair. This is important territory. Roumania—The recent rains have enabled plowing to commence. Hungary—Hungary is buying Roumanian wheat freely. Our Budapest agent wires the rumored suspension of the corn duty is not confirmed. Italy—An official crop report of July 31 states that the drought continues; also that wheat thrashings are unsatisfactory. Australia—Crop reports are favorable.

The monthly report of the chief of the bureau of statistics of the department of agriculture shows the condition of the various grains on August 1 and July 1, as follows, as compared with a year ago and ten-year average.

	Aug. 1, 1904.	July 1, 1904.	Aug. 1, 1903.	10 y'rs. Avg.
Spring wheat .....	87.5	93.7	77.1	81.2
Corn .....	87.3	86.4	78.7	83.5
Oats .....	86.6	89.8	79.5	82.7
Barley .....	88.1	88.5	83.4	83.2
Spring rye .....	91.8	90.8	87.2	86.2
Buckwheat .....	92.8	...	91.9	90.3
Flax .....	78.9	86.6	80.3	...
Tobacco .....	83.9	85.3	82.9	...
Potatoes .....	94.1	93.9	87.2	84.6
Timothy hay .....	94.0	...	92.2	...
Pasture .....	95.5	95.8	94.9	...
Rice .....	90.2	88.2	92.0	...

The following table shows for each of the states having 1,000,000 acres or upward in corn the condition on August 1 in the last two years and that on July 1, 1904, with the ten-year August averages:

States—	Aug. 1, 1904.	July 1, 1904.	Aug. 1, 1903.	Ten-Year Avg.
Illinois .....	89	87	74	86
Iowa .....	87	86	72	83
Kansas .....	70	75	67	75
Nebraska .....	88	86	75	78
Missouri .....	74	78	71	84
Texas .....	89	92	95	76
Indiana .....	91	88	75	89
Georgia .....	89	86	88	89
Tennessee .....	96	94	85	87
Kentucky .....	95	89	79	87
Ohio .....	86	85	73	87
Alabama .....	93	88	96	86
North Carolina .....	96	91	83	90
Arkansas .....	91	90	80	81
Mississippi .....	95	91	92	81
Virginia .....	97	93	85	89
South Carolina .....	93	91	78	85
South Dakota .....	86	87	89	81
Indian Territory .....	93	96	83	...
Oklahoma .....	89	96	71	67
Wisconsin .....	84	83	73	86
Pennsylvania .....	90	85	80	89
Minnesota .....	80	79	76	88
Louisiana .....	90	90	96	86
Michigan .....	75	72	77	84

Preliminary returns indicate a winter wheat crop of about 333,400,000 bushels, or an average of 12.3 bushels per acre, as compared with 12.4 bushels per acre last year, as finally estimated. Rust in the wheat has made its appearance in a number of counties in the Northwest, but except as to South Dakota it is chiefly in late or supplemental reports that reference is made to it, and such reports being conflicting in character it is evidently too early to estimate definitely the extent of the damage resulting from it. The proportion of the oat crop of last year still in the hands of farmers is estimated at 5.4 per cent, as compared with 7.4 per cent of the crop of 1902 in farmers' hands one year ago, 4.2 per cent of the crop of



1901 in farmers' hands two years ago, and a nine-year average of 7.4 per cent. Preliminary returns indicate an increase of 0.2 per cent in the hay acreage. Reports as to the production of clover indicate that nearly a full crop will be harvested. In point of quality the crop of clover is well up to high medium grade.

Reports from the Northwest are so conflicting that it is practically impossible to form an intelligent estimate of wheat conditions in that section of the country. The Jones report, issued on August 2, told of black rust over South Dakota and in the south half of Minnesota, advancing into North Dakota, where wheat in the southern counties was affected at that time. The report, while not so sensational as some interests succeeded in making out, indicated that serious damage was threatened. Since then the air has been full of all kinds of rumors, and various estimates of damage, or lack of damage, have been received from the Northwest. The following summary of state reports gives some official idea of the conditions: "The Minnesota crop bulletin, week of August 8, says wheat is generally good on the highlands, but on the low where seeding was late considerable injury by rust, most serious in Grant, Wilson, Otter Tail, and Becker counties. The North Dakota bulletin, which a week ago mentioned rust in two counties only, on August 8 reports it in 20, with damage serious in half of them. The South Dakota bulletin with detailed reports from 44 counties had complaints from 36 of them, or all but a few in the Black Hills and Missouri Valley sections. The extent of damage varied, most of the reports claiming considerable. The macaroni wheat was not affected by the rust."

## PERSONAL

George Tausan is the new agent at the State Elevator at Mayville, N. D.

Mart Cooper is again in charge of the Wohleter Elevator at Truman, Minn.

Joe Kitt is now superintendent for the Western Elevator Co. at Utica, Minn.

J. P. Rooney is wheat buyer for the Atlantic Elevator Co. at Sedan, Minn.

S. A. Carter will have charge of the new Farmers' Elevator at Coleman, S. D.

A. H. Ask is now agent for the Great Western Elevator Co. at Mayville, N. D.

William Finley is in charge of the Independent Elevator at Buffalo Lake, Minn.

Iver Rasmusson is in charge of the Andrews & Gage Elevator at Pingree, N. D.

The Peavey Elevator at Dayton, Iowa, has been opened, with N. J. Minnis in charge.

Martin O'Loughlin has taken charge of the Atlantic Elevator at Maple Lake, Minn.

O. C. Forsberg is now manager of the American Grain Co.'s elevator at Bigelow, Minn.

J. F. Watson will have charge of the Federal Elevator at Langdon, N. D., this season.

E. H. Busch of Carroll, Neb., is now agent for the Peavey Elevator Co. at Emerson, Neb.

George Ziegler is now in charge of the Churchill-White Grain Co.'s elevator at McNabb, Ill.

A. J. Wilson has been elected manager of the Farmers' Elevator at West Concord, Minn.

W. A. Fields of Doon, Iowa, has taken charge of the Peavey Elevator at Lakewood, Iowa.

Sam J. Tokheim, formerly of Emerson, Neb., is now in charge of the elevator at Badger, Iowa.

Thornton Ford has taken the position of buyer for the Novius Elevator Co. at Lidgerwood, N. D.

Charles Borin of Mt. Clare, Neb., is now in charge of W. H. Ferguson's elevator at Fairfield, Neb.

F. S. Lehman succeeds George Painter as agent at the Andrews & Gage Elevator in Verndale, Minn.

H. D. Stoner of Madelia, Minn., has taken charge of the Peavey Elevator Co.'s house at Jeffries, Minn.

A. B. Dickinson of Aneta, N. D., is now the Cargill Elevator Co.'s representative at Wahpeton, N. D.

Jackson A. Neal, grain dealer of Peru, Ind., has been adjudged of unsound mind and taken to an asylum.

Ole Haugen, late of Bradley, S. D., is now buyer for the grain firm of McKee & Minthorn at Garden City, S. D.

O. E. Scott, who has been managing the Bartlett, Frazier & Carrington grain business at Emden, Ill., for the past year, has taken charge of the firm's interests at Farmer City, Ill. H. Van Beun-

ing, the former owner of the elevator at Emden, succeeds Mr. Scott as manager there.

J. G. Egan is again in charge of the Osborne-McMillan Elevator Co.'s elevator at Sedan, Minn.

J. A. Campbell of Blue Earth, Minn., has taken the management of the Peavey Elevator at Butterfield, Minn.

Gilbert Ausen succeeds George Beck as manager of the Inter-State Elevator Co.'s elevator at Odin, Minn.

E. A. Van Belt has removed from Victoria, Ill., to Meridan, this state, where he has taken charge of an elevator.

Ernest Lewis, until recently at Dennison, Minn., is now grain buyer for the Taylor Elevator Co. at Eden, Minn.

A. W. Kingsley took charge of the Western Elevator Co.'s elevator at Bricelyn, Minn., as buyer on August 1.

Andrew Lungren of McIntosh, Minn., has taken charge of the Andrews & Gage Elevator at Grand Rapids, Minn.

Burt Light of Stewartville, Minn., is now manager of the American Malting Co.'s elevator at Simpson, Minn.

E. J. Blank is in charge of the Imperial Elevator at Nicollet, Minn., now owned by the Iowa-Minnesota Cereal Co.

C. W. Dorman, until recently at Cleveland, Kan., is now in charge of Violet & Ferguson's elevator at Kingman, Kan.

W. H. Haseman of Butterfield, Minn., has accepted a position with the Peavey Elevator Co. at Lake Wilson, Minn.

W. P. O'Loughlin will buy grain at Kensal, N. D., for the Atlantic Elevator Co. He was until recently at Maple Lake, Minn.

M. Gillespie of Baker, Minn., succeeds C. M. Bumgardner as manager of the Anchor Grain Co.'s elevator at Downer, Minn.

A. H. Moon, formerly of Redwood Falls, Minn., is now agent for the Imperial Elevator Co. at the new town of Glenburn, N. D.

Robert Conner, formerly manager of the Peavey Elevator at Woodstock, Minn., is again in charge after a two years' absence.

H. B. Asbury of Sycamore, Ohio, is now manager of Sneath & Cunningham's elevator at Carey, Ohio, succeeding B. Delaplane.

Martin Bakke has resigned as manager of the Great Western Elevator Co.'s elevator at Gibbon, Minn., and the house is now closed.

F. A. Munroe of Brown's Valley, Minn., has moved to Barry, Minn., where he has taken a position as wheat buyer for an elevator.

Robert Lembke, formerly of Hamilton, N. D., but late of Oklahoma, now has charge of an elevator and lumber yard at Brinsmade, N. D.

M. E. Williams, who has been in charge of the Zorn Grain Co.'s elevator at Ogden, Ill., has taken charge of the new elevator at Cisco, Ill.

S. H. Hanson, until recently in charge of the Great Western Elevator Co.'s elevator at Coopers-town, N. D., has been sent to Ulen, Minn.

E. N. Ellingson has resigned as agent for the Atlantic Elevator Co. at Elbow Lake, Minn., and sold his residence property at that place.

C. C. Crawford is in charge of the Iowa-Minnesota Cereal Co.'s elevator at Dayton, Iowa, recently purchased from the Western Elevator Co.

S. E. Youngburg has taken the position with the Cargill Elevator Co. at Howard Lake, Minn., made vacant by the promotion of J. W. Comer.

Andrew Terpager has resigned as agent for the Nye-Schneider-Fowler Co. at Lindsay, Neb., and is succeeded by William Brozovsky of Fremont, Neb.

T. J. Tradewell, who has been buyer for the Farmers' Grain and Fuel Co. at Wabasso, Minn., has accepted a position with the Pacific Elevator Co.

Fred L. Erlbacher, manager for the H. H. Randolph Grain Co. at Pontiac, Ill., has resigned and taken a position with H. B. McGregor at El Paso, Ill.

J. E. Bunday has resigned as agent for the Atlas Elevator Co. at Oakes, N. D., to take the position of cashier in the new State Bank of Gwinner, N. D.

E. G. Freeman is now in charge of the Duluth Elevator at Pennock, Minn., succeeding Lewis Johnson, who has been transferred to another station.

J. B. Foley has moved from Spring Valley, Minn., to Northwood, N. D., and taken charge of the Cargill Elevator Co.'s house, succeeding C. S. Adair, resigned.

E. C. Northway writes from Indianola, Neb., that he has a position there with the Duff Grain Co. He was formerly at Ong, Neb. Mr. Northway states that wheat is good there, being only dam-

aged about 10 per cent, and that corn prospects are fine, but more rain is needed to make a crop.

Arthur Erwin has moved from Ulen, Minn., to Beltrami, Minn., where he has taken charge of an elevator.

Ole Danielson, with the Great Western Elevator Co., has been transferred from Ormsby to St. James, Minn.

Edward Erickson, agent for the Atlas Elevator Co. at Bruce, S. D., has been transferred to that company's elevator at Canby, Minn., taking charge August 9.

F. W. Obermiller has resigned as postmaster at Mt. Pulaski, Ill., to take charge of an elevator at Lake Fork, Ill., which he recently purchased from Ulrich & Son.

Knute Oden has resigned his position with the Northwestern Elevator Co. at Danvers, Minn., to take charge of the Hennepin Elevator Co.'s house at Benson, Minn.

M. J. Roelike, formerly agent for the Osborne-McMillan Elevator Co. at Lintonville, Minn., has taken a similar position with the Duluth Elevator Co. at Johnson, Minn.

John Bickley of Benedict, Neb., who has been in charge of the Foster Grain Co.'s elevator at Ruby, Neb., has been transferred to that company's elevator at Bradshaw, Neb.

William Dobratz, who has been employed by the State Elevator Co. at Hutchinson, Minn., for some time, has taken charge of Frank Peterson's elevator at Brownston, Minn.

Dewey Hamer has been placed in charge of the Thorpe Elevator at Struble, Iowa, succeeding Mr. Hansen, who takes a position with the Atlas Elevator Co. at Garretson, S. D.

Oliver J. Grice, who is in charge of S. N. Ford & Co.'s elevator and lumber yard at Bellville, Ohio, and Miss Bertha B. Howard of that city were united in marriage on the evening of July 12.

A. P. Goudy, who has been agent at Bingham Bros. elevator at Redwood Falls, Minn., has been promoted to the position of traveling auditor for that firm, with headquarters at New Ulm, Minn.

Albert Wandrey, a grain man of Colgate, Wis., was held up by highwaymen on the night of July 20 while driving home from Lake Five, Wis. The robbers tied him in his buggy and took from him \$125.

E. W. Wheeler, who was in charge of the Peavey Elevator at Slayton, Minn., until it was recently purchased by M. N. Tisdale, has taken the management of the Hubbard & Palmer Co.'s elevator at that place.

John Maloney, who was formerly assistant in the Northwestern Elevator at Langdon, N. D., and later buyer at Casselton, N. D., has taken charge of the elevator at Wales, N. D., owned by the Northwestern Elevator Co.

Frank Bryant, who formerly had charge of the D. Rothschild Grain Co.'s elevator at Hardwick, Minn., has taken a position in the company's house at Davenport, Iowa. H. T. Halvorson succeeds him at Hardwick.

Joel Wolstad, who has been in charge of an elevator near St. Paul, Minn., for the past year, has purchased an interest in the grain business of E. L. Tollefson & Co. at Harmony, Minn., and will have charge of the elevator.

J. D. Jones, who for the past year has been connected with the Van Dusen-Harrington Co. of Minneapolis, Minn., as head of its barley department, has resigned to accept a similar position with the Western Elevator Co. of Winona, Minn.

Harry C. Foster has resigned as manager of Edwin W. Pierce's grain business at North Andover, Mass., to accept a similar position at Lawrence, Mass., with the Dillon Grain Co. Joseph H. Putnam succeeds him at North Andover.

J. A. Miles, agent for the Neola Elevator Co. at Underwood, Iowa, has been transferred to that company's elevator at Storm Lake, Iowa. The change is in the nature of a promotion. Jos. T. Bardsley succeeds Mr. Miles at Underwood.

E. H. Blanchard, for fourteen years buyer for the Eagle Roller Mill Co. at Morgan, Minn., resigned August 1, and will devote his entire attention to his farm. Fred Billington, formerly buyer for G. W. Van Dusen & Co., whose house burned a short time ago, succeeds Mr. Blanchard.

Lincoln C. Rains, general agent for the Great Western Railway at Minneapolis, has been appointed traffic manager for the Van Dusen-Harrington Co. of that city, a position recently created. Mr. Rains resigns his connection with the Chicago Great Western after eighteen years' service.

A. W. Goetz, who has been with the F. Kraus Co. of Milwaukee, Wis., for a number of years, has removed to Minneapolis, Minn., and taken charge of the barley department of the Van Dusen-Harrington Co. Mr. Goetz has been a member of the Milwaukee Chamber of Commerce since 1875.



## HAY AND STRAW

John H. Reid, a Chicago hay and feed merchant, is dead.

A fair average crop of hay was harvested around Ausland, Minn.

A fine hay crop was harvested in the section around Oshkosh, Wis.

Butterfield, Minn., advices report an enormous hay crop in that section.

The average hay crop in New England is reported to have been good.

Hay in Tennessee is said to be a better crop than for a year or two past.

The Orange Judd Farmer of July 23 estimates the hay acreage at 40,198,000.

At Scottsville, N. Y., an unusually heavy hay crop of fine quality is reported.

An excellent crop of alfalfa was cut in the Centennial Valley of South Dakota.

Washburn, Wis., advices state that the hay crop in that vicinity is fully up to the usual standard.

A large part of the hay recently received on the St. Louis market was out of condition and hard to sell.

The hay harvest in the Red River Valley of Minnesota is said to have been the largest in many years.

A press report from Great Bend, N. D., states that an immense hay crop was harvested in that section.

Rains seriously hampered the hay harvest in Virginia, but the crop secured is said to be of fine quality.

Good hay crops are said to have been harvested in Kittson, Polk, Norman and Becker counties, Minnesota.

Haying in the vicinity of McCanna, N. D., commenced this year about July 25, and a good yield is reported.

New Illinois timothy hay was on the Chicago market July 16. It was of good quality and sold at \$12 a ton.

Cold rains last spring and dry weather later is responsible for a smaller hay crop than usual at Montesano, Wash.

Farmers around Livermore, Cal., are contemplating the erection of a cooperative hay warehouse at that point.

Hay in Chippewa County, Wisconsin, turned out well, a yield of as high as four tons to the acre being reported on some fields.

A good hay crop of best quality, but not as large a yield as last year, is the report from Primghar, Iowa, in regard to O'Brien County.

"The best hay crop ever seen in this county," is what a Pipestone, Minn., report says of the new hay crop. The quality is said to be excellent.

Information from Randolph, Ill., states that the quality of the hay crop harvested there was above the average. The yield per acre was medium.

A big hay crop, with a larger surplus than last year, is reported in the vicinity of Blencoe and Turin, Iowa. The quality is said to be unusually good.

A light hay crop is reported in the vicinity of Lexington, Ill.; a light crop, of good quality, in the vicinity of Herscher, Ill.; light crop near Eureka, Ill.

The California hay crop has been gathered and baling is in progress. The quality is excellent and the yield heavy in all parts except the southern part of the state.

An amendment to the by-laws of the Baltimore Chamber of Commerce makes the inspection of hay and straw, arriving at the sheds and terminals, as general as grain.

The National Hay and Grain Co. has been chartered at St. Louis, Mo., with a capital of \$2,100. George McGowan, F. E. Wilkins and W. M. Sutherland are the incorporators.

The Cundet Hay and Grain Co. of St. Louis, Mo., has been incorporated, with a capital of \$5,000 fully paid. The incorporators are: Eugene A. Louis and Millie A. Cundet.

A report from Cottonwood Falls, Kan., states that great damage was done to alfalfa by the late floods, thousands of acres in the Cottonwood Valley being practically ruined.

The board of public service, at Columbus, Ohio, recently adopted a resolution asking the mayor to instruct the police to notify the hay dealers of that city that they could no longer occupy the South Third Street hay market. This action was

taken on account of complaints that the hay market was a nuisance in that locality. No provisions have yet been made for a new hay market, so it is stated.

Hay in Central New York is said to be about an average crop. Many poor meadows are reported, due to dry weather. The June rains helped some, but it is thought the yield will hardly equal that of last season.

H. G. Morgan, president of the National Hay Association, has appointed Daniel P. Byrne, head of the hay, grain and seed firm of Daniel P. Byrne & Co., St. Louis, Mo., state vice-president of Missouri for the N. H. A.

The Maine hay crop was a large one on the whole and the harvest was little interfered with by bad weather. A report from Sutherland, Me., announced the biggest hay crop in the history of that section of the state.

The Massachusetts hay crop exceeded expectations, according to the crop report of the state board of agriculture. The yield and quality are above the average and recent rains have given the second crop a good start.

A recent report from Springfield, Ill., says: "The new hay that is coming into market now is of good quality and clean. The season has been highly favorable to the growth of grasses and both timothy and clover have done well."

Henry Slingerland & Sons' hay warehouses at Coeymans, N. Y., were destroyed by fire on July 25, causing a loss estimated at \$30,000, partially insured. The burned buildings contained a large quantity of hay, straw, oats and flour.

C. Stahl & Son, hay, straw and provision dealers at Fremont, Ohio, have dissolved partnership, the interest of C. Stahl being bought out by his son, Frank E. Stahl. The business will be continued under the firm name of F. E. Stahl & Co.

The first new hay from the western section of Maryland was received at Baltimore on August 2 by E. Steen & Bro., members of the Baltimore Chamber of Commerce. The consignment consisted of a full car of 10 tons, packed in light bales. The hay sold on private terms.

James T. Clendenin, a Baltimore hay merchant, has resigned as chairman of the Hay and Straw Committee of the Baltimore Chamber of Commerce. Mr. Clendenin had held that position continuously during the period of nearly ten years that such a committee has been in existence.

The Trade Bulletin, Montreal, says: "It is now generally admitted that a heavy crop of hay is assured in Quebec province and in many sections in Ontario. So that it may be safely said that we shall have a much larger crop of hay and of better quality than that of last year. It now remains to be seen what kind of an export outlet we shall have for the surplus yield. At present the prospects are not very bright, as the markets in the United States and Great Britain are somewhat depressed by liberal offerings."

T. D. Randall, Chicago, reports, August 10: Receipts of hay and straw to-day, 57 cars. Market continues to hold steady, No. 1 and choice old Timothy selling from \$13.00@15.00; No. 2 and No. 1 Clover Mixed, \$10.50@12.50; choice new Timothy, \$13.00@14.00; No. 1, \$11.50@12.50; No. 2 and No. 1 Clover Mixed, \$9.00@10.50. Illinois and Indiana feeding Prairie Hay, \$7.00@7.50; Packing Hay, \$5.00@5.50; Rye Straw, \$7.50@8.00; Oat and Wheat Straw, \$6.00. Choice Southwestern Prairie Hay, \$11.00; No. 1, \$10.00@10.50; the lower grades, \$8.50@9.50. We are enjoying a very good demand, and unless receipts increase materially market will hold firm. Tracks are getting well cleaned up of the low-grade hay. Prairie Hay is in a little larger supply, on which the market may go a little lower.

H. H. Freeman & Co., Chicago, in their market report of August 11 state: Timothy—Market continues firm and active. Receipts and offerings are very light. Demand is good and everything on track is moving satisfactorily. There is, as yet, but a small proportion of the hay in condition to ship, this mostly in the middle and southern parts of Illinois, where it is put up earlier and where the weather has been warmer than in most other sections where timothy is made. The premium on old hay is about over with, as the new is coming out of stack in a perfectly cured condition, and as its grade color is high, it is taken in preference to the old. Prairie—Liberal receipts prevail and market is a shade easier. Offerings of Southwestern hay are increasing and sellers were compelled to take a shade less for their holdings to-day. Some Nebraska is arriving, but buyers give preference to Kansas over this article. State hay in moderate supply, with only a light demand prevailing. Poor Western hay should not be shipped, as there is no call for it. Packing hay is dull and slow of sale. We encourage the shipment of only the better grade goods. Straw—Market quiet and slow. Receipts liberal. The condition always prevails immediately

after harvesting. Prices have not gone as low this year as ordinarily and we believe bottom has been reached.

The section of Northern Wisconsin around Superior is reported to have produced the best hay crop in several years. The quality is reported good and the yield per acre heavy.

A new hay and grain store has been opened at Taunton, Mass., by B. F. Kingsbury & Co. B. F. Kingsbury, head of the new firm, was for many years agent for the N. Y., N. H. & H. Railway at Taunton.

### REVIEW OF THE CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows:

During the week ending July 16 quotations at the close ranged as follows: Choice Timothy, \$13.50@14.00; No. 1 Timothy, \$12.00@12.50; No. 2 Timothy, \$10.50@11.00; No. 3 Timothy, \$8.50@10.00. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@10.50; No. 2 Prairie, \$8.00@9.00; No. 3 Prairie, \$8.00@8.50; No. 4 Prairie, \$6.00@7.00. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$7.00@15.00 for poor to fancy Timothy; \$9.25 for Clover Hay; \$6.00@7.00 for State, and \$8.00@12.00 for Iowa, Nebraska and Kansas Prairie Hay. Rye Straw sold at \$6.00@9.25 for poor to good, and Oat Straw at \$6.00@6.50. The receipts for the week were 3,479 tons, against 5,081 tons for the previous week. Shipments for the week were 107 tons, against 235 tons for the previous week.

During the week ending July 23 quotations at the close ranged as follows: Choice Timothy, \$13.50@14.00; No. 1 Timothy, \$12.00@13.00; No. 2 Timothy, \$10.00@11.00; No. 3 Timothy, \$8.00@10.00. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@11.00; No. 2 Prairie, \$8.00@9.00; No. 3 Prairie, \$7.00@7.50; No. 4 Prairie, \$5.50@6.50. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$9.00@10.50 for new and \$7.00@14.50 for poor to choice old Timothy, \$9.00@11.50 for new Iowa and Texas, \$6.00@9.00 for old State, and \$9.00@11.50 for Iowa, Nebraska and Kansas Prairie Hay. Rye Straw sold at \$10.00@10.50 and Oat Straw at \$5.50@7.00. The receipts for the week were 3,520 tons, against 3,479 tons for the previous week. Shipments for the week were 294 tons, against 107 tons for the previous week. Choice old Timothy and Prairie Hay met with good demand and prices ruled firm.

During the week ending July 30 quotations at the close ranged as follows: Choice Timothy, \$13.50@14.00; No. 1 Timothy, \$12.00@13.00; No. 2 Timothy, \$10.00@11.00; No. 3 Timothy, \$8.00@10.00. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@11.00; No. 2 Prairie, \$8.00@9.00; No. 3 Prairie, \$7.00@7.50; No. 4 Prairie, \$5.50@6.50. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$9.50@10.00 for new and \$6.00@14.50 for poor to choice old Timothy, \$4.50@7.50 for new State, \$10.50@11.50 for new Kansas, and \$6.00@11.50 for old Kansas and Nebraska Prairie Hay. Rye Straw sold at \$10.00 for new and \$10.50@11.00 for old. Oat Straw sold at \$3.00 for damaged. The receipts for the week were 2,975 tons, against 3,520 tons for the previous week. Shipments for the week were 182 tons, against 294 tons for the previous week. Only a moderate business was transacted during the week. The offerings of choice old hay were small and the demand good. Poor and medium grades were in liberal supply and very dull. New hay arrived freely and sold slowly.

During the week ending August 6 quotations at the close ranged as follows: Choice Timothy, \$14.00@15.00; No. 1 Timothy, \$12.50@13.50; No. 2 Timothy, \$11.00@12.00; No. 3 Timothy, \$8.00@10.00. Choice Prairie, \$11.00@11.50; No. 1 Prairie, \$9.50@11.00; No. 2 Prairie, \$8.00@9.00; No. 3 Prairie, \$7.00@7.50; No. 4 Prairie, \$5.00@5.50. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$7.00@15.00 for poor to fancy Timothy, \$4.00@7.50 for State, and \$8.50@12.00 for Kansas and Nebraska Prairie Hay. Rye Straw sold at \$8.00@9.50, Wheat Straw at \$6.50, and Oat Straw at \$6.00. The receipts for the week were 2,929 tons, against 2,975 tons for the previous week. Shipments for the week were 193 tons, against 182 tons for the previous week. The offerings of Timothy and Prairie Hay were small and a good demand prevailed. Medium and low grades were in fair supply and the demand was light. The market was dull and sales slow, but prices ruled steady.

The first big shipment of wheat out of Oklahoma of the new crop was 13 cars from Enid on July 15 to St. Louis.

The first arrival of new crop Louisiana rice at New Orleans was on July 26, being shipped from St. Mary's Parish. The parcel consisted of 79 sacks, good quality, and when sold at public auction brought \$3.30 per sack.



## OBITUARY

Frederick W. Appleton, a grain exporter and a former member of the New York Produce Exchange, died at his home in Brooklyn, N. Y., recently at the age of 42 years. He leaves a widow.

John Rankin, for 33 years a member of the Chicago Board of Trade, died at his home in Oak Park, Ill., August 3. The deceased was 75 years of age and had been in poor health for a year preceding his demise.

David D. Crosby, a wealthy and well-known grain dealer of Lockport, N. Y., died on August 2, after a brief illness. The deceased was 68 years of age and was interested in a number of business enterprises. He leaves a widow, one son and a daughter.

John Edmond Lawrie, 46 years old, chief clerk of the state grain inspector's office at St. Louis, Mo., died at his home in that city on August 2, of Bright's disease. The deceased was born in Ottawa, Ont., in 1857, and became a resident of St. Louis about five years ago. His wife survives him.

Samuel Corbin, a leading business man of Union City, Mich., died suddenly on July 29. His death occurred in his office and was caused by an apoplectic stroke. Mr. Corbin was born in Sullivan County, N. Y., sixty-one years ago and had been a resident of Union City, Mich., since 1862. He was once engaged in various mercantile lines, but for the past twelve years had given his attention almost exclusively to the grain and wool trade, in which he had built up a large business. He leaves a widow.

Allen Howes, one of the oldest residents of Chicago and at one time a prominent Board of Trade man, died at his residence in this city on August 2. Mr. Howes' demise was caused by a complication of diseases, combined with old age. He was 85 years old. The deceased was born in Middlebury, N. Y., in 1819, and came to Chicago in 1857. He became a member of the Chicago Board of Trade in 1858 and for a number of years was engaged in the wholesale flour commission business. He severed his connection with the Board of Trade in 1890 and retired from active business life. He leaves three sons, Allen C., Frank W. and Richard W. Howes.

John Shaw, for 30 years a prominent commission man on the Chicago Board of Trade, died August 7, at his residence in this city, of apoplexy. Mr. Shaw had been in ill health for several years and had not been able to be at his place of business for two years. The deceased was born 65 years ago in Ireland and came to this country when a boy. He first located at Rock Island, Ill., but about 33 years ago moved to Chicago and in partnership with his brother Arthur established the firm of A. & J. Shaw. The firm was dissolved several years ago by the death of Mr. Shaw's brother, after which he continued the business alone. The deceased was unmarried and left no relatives except a brother now living in Ireland. His remains were taken to Rock Island for interment.

Former State Senator George Beale Sloan died at his home in Oswego, N. Y., on July 10, aged 73 years. Mr. Sloan had been in ill health for about eighteen months, ever since the death of his partner, Theodore Irwin, with whom he had been engaged in business for nearly forty years. A few days after the death of his partner, Mr. Sloan suffered a stroke of apoplexy, said by friends to have been caused by the shock of Mr. Irwin's death. Mr. Sloan's last illness was of about eight weeks' duration and he was confined to his room most of that time. The deceased was born in Oswego in 1832, and after obtaining his education in the common schools, entered into business life as a clerk. At the age of 21 he engaged in the milling and lake transportation business. Later he entered into partnership in the flour and grain commission business with the late Theodore Irwin, under the firm name of Irwin & Sloan. They did an extensive business throughout Canada and the West for many years. The firm of Irwin & Sloan built the Northwestern Elevator at Oswego in 1864. This house was burned in 1867, but was immediately rebuilt with a capacity of 450,000 bushels. Mr. Sloan was president of the Second National Bank of Oswego and a director and stockholder in a number of large manufacturing enterprises in that city. He served for several years as president of the Oswego Board of Trade and was an official in a number of public and state institutions. Mr. Sloan was also a vestryman and trustee of Christ Episcopal Church in Oswego. He was a prominent factor in Republican politics and his political career dates back to 1860, when he was elected an alderman in his native city. Since that time he

was four times elected a member of the New York Assembly, the last two terms being speaker of that body. In 1886 he was elected state senator for the Twenty-first District of New York, serving three terms in that capacity. His wife, a brother, two sons and a daughter survive him.

Ely E. Weare, former president of the North America Transportation and Trading Co., and connected with various grain and other interests, died on July 22, at his home in Morton Park, Ill., after an illness of six months. Death was caused by cancer. Mr. Weare was a brother of Portus B. and Charles A. Weare, both of Chicago, and was associated with them in many business ventures. He spent a number of years in Alaska, and there, five years ago, was married to a sweetheart of his younger days, whom he met by chance in Dawson City. He was born in 1849 in Cedar Rapids, Iowa, in which city he began his business career. For a number of years he was president of the First National Bank of Cedar Rapids, his interests at that time including extensive farm lands. On coming to Chicago Mr. Weare engaged in the grain business, and also became president of the Nebraska City Packing Co., as well as secretary of the Chicago Railway Terminal Elevator Co. When gold was discovered in Alaska Mr. Weare was one of the first to realize the possibilities of the then almost unexplored territory. He became a prime mover in the organization of the North America Transportation and Trading Co., and went in person to the gold fields to direct the operations of the enterprise. His wife, a son, two years old, and a daughter, four years old, survive him.

## BARLEY AND MALT

The Hansen Hop and Malt Co. of Milwaukee, Wis., Carl E. Hansen, president, and Otto R. Hansen, secretary, has been dissolved.

The barley harvest of South Dakota is now in progress. The barley is said to be of excellent quality and the straw is heavy.

The first new barley on the Chicago market was sold on July 28. It was a car of malting from Iowa, selling at 48 cents, and a car from Illinois, selling at 51 cents.

The old Sloan Malt House at Buffalo, N. Y., has been purchased by S. K. Kester of Geneva, N. Y. The new owner will remodel the plant before the malting season begins.

The D. Rosenheimer Malt and Grain Co. of Kewaskum, Wis., is increasing its storage capacity to 300,000 bushels and its malting capacity to 600,000 bushels annually.

The William Gerlach Malting Co. of Milwaukee, Wis., is rebuilding its elevator which was destroyed by the fire of June 7. It will cost \$15,000 and will be situated at the corner of Eighth and Prairie streets.

The Canada Malting Co. of Montreal, Que., has placed the contract with the Barnett & Record Co. of Minneapolis, Minn., for a new malt house. The new structure will have a steel frame, brick walls and concrete floors. It will cost about \$85,000.

Philip H. Herget's malt house at Pekin, Ill., was practically destroyed by fire on the afternoon of July 18. Nothing but the brick side walls of the building was left standing. The loss is between \$5,000 and \$6,000, with insurance of \$3,500 to \$4,000.

A recent dispatch from Walla Walla, Wash., says: "The first grain of the 1904 crop has been brought to Walla Walla. It consisted of 1,000 bushels of barley, which was raised on a foothill farm. The grain was of first quality and the average yield per acre was fifty bushels."

A dispatch from Davenport, Iowa, says in part: "The first carload of Scott County barley was received by the Rothschild Grain Co. Its arrival was fully a month in advance of the first appearance of the grain last year or the year before. The entire car was of the very best quality, the selling price ranging from 42 to 45 cents."

The Spear & Vaughan Co. of Minneapolis, Minn., received the first car of this year's grain to arrive on that market. It was a car of barley from Balaton, Minn., and was purchased by the Calumet and Western Elevator Company at 37 cents a bushel. The barley graded No. 4 and was of fine color, although a good deal on the shoepeg order.

The Red Wing Malting Co. of Red Wing, Minn., will complete its new 350,000-bushel grain elevator about the middle of this month. The Minneapolis Steel and Machinery Co. had the contract for the work and machinery. Eight steel storage tanks, 75 feet in height, have been erected. The completion of this work will enable the

Red Wing Malting Co. to operate its plant at its full capacity of 1,000,000 bushels annually.

The Lytle-Stoppenbach Co., maltsters of Milwaukee, Wis., is increasing the capacity of its malt house, putting in a new engine, boilers, kiln furnace and a large 600-bushel pneumatic malting drum. The company is also building a 100,000-bushel concrete elevator at Jefferson Junction, Wis. The Macdonald Engineering Co. of Chicago has the contract.

Samples of barley from Minnesota and Iowa shown on the Chicago market are exceptionally fine. A barley specialist says: "The crop of barley in Iowa, Wisconsin and Minnesota is large. The yields are heavy and the quality is above the average. Possibly there has been slight discoloration in the Northwest by recent rains. The prices for new barley, made on the first arrivals, are not an indication of what malsters will pay, as the receipts were taken by cereal interests."

The recently incorporated Winona Malting Co. of Winona, Minn., has let the contract for the steel work and machinery for its new 350,000-bushel elevator to the Minneapolis Steel and Machinery Co. of Minneapolis, Minn. The elevator will consist of a working house, 32 feet square and 140 feet high, and twelve steel storage tanks. The handling and cleaning machinery will all be located in the working house. The remainder of the plant will consist of a malt house, 50x150 feet and five stories high, of brick and steel construction; a five-story kiln building, 30x80 feet in size, and a machinery house, 20x40 feet in size and six stories high. This will also be of brick and steel construction. Work on the new plant is in progress and it is expected to have it completed by about the latter part of January. The elevator, however, will be ready for business by about December 1. The complete plant will cost in the neighborhood of \$250,000. H. E. Blair, treasurer of the Winona Malting Co., will move to that city from Red Wing, Minn., early in September. He is now superintending the erection of the plant.

### STORING BARLEY.

All barley not sold and delivered as soon as thrashed should be stored in the airiest bin in the granary. Oats, wheat and rye are not so easily damaged by the final sweating process, but barley is a very sensitive plant and the least bit of heat in the bin will cause the germs to ferment and finally burn themselves out. Bin burnt barley, even if it has been only slightly heated, is unfit for malting and carelessness in allowing it to become burnt is an expensive blunder.

Where barley is sold and delivered direct from the thrasher, the country elevator man should give it a thorough airing and elevation before putting it up for storage or loading it into a car. Keep the best grade and the second grade in separate bins. It will pay you, and when possible, turn the barley over a few times during the first two weeks it is in the granary.

If you observe these simple methods you will find that when your barley is ready for the market you will have a quality of grain that will command a premium over your neighbor's who has not observed these rules. We are not making these statements from a theoretical viewpoint, but from cold facts, observed in the sale of millions of bushels of this particularly sensitive grain.

Further, we can point to positive proofs, i. e., see the money premiums the Wisconsin, Southeastern Minnesota and Scott County farmers demand and get who handle their barley as above. They never have to seek a market, the market always comes to them. Remember, if your barley is sweet and sound of growth, your bank account will show a goodly increase and your disposition will be sound and sweet.

Comparative values of Iowa barley, with barley grown in Wisconsin and Southeastern Minnesota, where the grain is handled as above, for the season of 1903 and 1904:

The best grade of Wisconsin barley sold freely at .....	60-65 cents
The best Scott County barley .....	60-62 cents
The best Southeastern Minnesota or River barley .....	58-63 cents
While, the best Iowa barley, grown outside of Scott County, was slow sale .....	48-52 cents
Medium grades of Wisconsin barley were in active demand from .....	55-59 cents
Medium Minnesota River barley .....	53-57 cents
Medium Scott County barley .....	55-58 cents
While medium Iowa and Western Minnesota barley was slow sale .....	42-48 cents
The common grades of Wisconsin barley enjoyed an active demand at from .....	48-52 cents
Minnesota River barley at practically same prices .....	
Iowa and Western Minnesota barley was indifferent to slow, with prices ranging from .....	34-42 cents
For even feed barley, the lowest grade on the crop, Wisconsin succeeded in securing a premium over other like qualities, their feed grade selling principally .....	40-44 cents
River Minnesota feed barley .....	38-40 cents
General Iowa and Western Minnesota seed barley sold all the way from .....	30-38 cents

—Rosenbaum Bros., Barley Dept., Circular.



## TRANSPORTATION

There has been a fairly active demand for vessel room at Chicago and rates are firm at 1½ cents on corn to Buffalo.

The steamer Haddington, a new 80,000-bushel boat, built for the grain trade between Ft. William and Montreal, was launched at Toronto on July 23. The vessel cost \$130,000.

The Chicago Great Western put in a 9-cent proportional rate on through flour from the Missouri River via Chicago, but withdrew it on August 4 on the protest of grain men. The rate on grain is 12 cents.

The Rock Island Railroad is said to be behind a scheme to build a north and south line of railroad through the wheat belt of Kansas. It is proposed to connect on the north with the through line to Denver and the Northwest, and on the south at Enid, for Gulf of Mexico points.

The North-Western issued an order on August 3 that no freight car suitable for carrying grain be allowed to leave the company's lines. The management has been concentrating its cars in the Northwest for some time in anticipation of the crop movement, which latest reports show will be so

abroad will be light this year is general, and it is predicted that Boston's share of the export business will be decidedly small. The total number of bushels of wheat, corn and oats shipped from Boston since January 1 of this year to August 1 was 4,805,187. In the corresponding period of 1901 the shipments were 25,622,311 bushels, five times as much. Last year at this time steamship agents were disconsolate over the export grain conditions, yet then the shipments were just about twice what they have been this year.

## LATE PATENTS

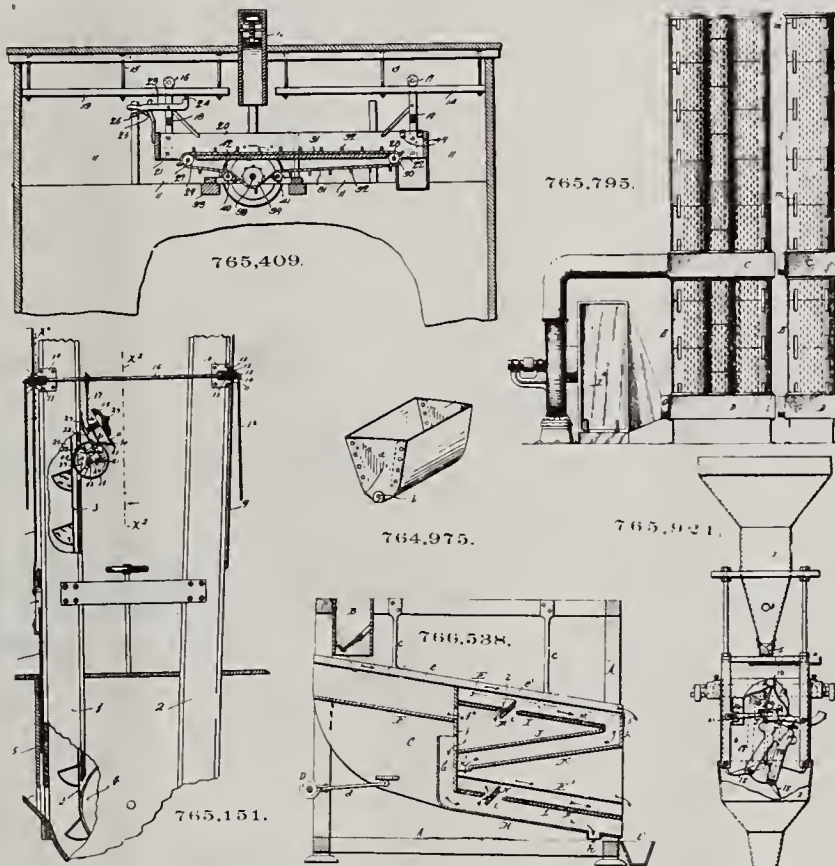
Issued on July 12, 1904.

Elevator Bucket.—William G. Avery, Painesville, Ohio. Filed Mar. 25, 1904. No. 764,975. See cut.

Pivoted Bucket Conveyor.—James M. Dodge, Philadelphia, Pa., assignor to the Link Belt Engineering Co., Philadelphia, Pa. Filed Mar. 16, 1904. No. 765,068.

Conveyor.—James M. Dodge, Philadelphia, Pa., assignor to the Link Belt Engineering Co., Philadelphia. Filed Apr. 1, 1904. No. 765,069.

Automatic Attachment for Elevator Belts.—Jas. B. Soule, Minneapolis, Minn., assignor of one-half



heavy as to tax the system's transportation facilities to the utmost.

It is announced that farmers north and west of Wheaton, Minn., are planning to build a railroad to unite with the C. M. & St. P. about four miles west of that place. The road is primarily intended as a grain route and will cost about \$100,000. Shares to the amount of \$78,000 are said to have been subscribed. The road may be completed in time to move this year's wheat crop.

The Oregon Railway & Navigation Company has decided to renew the track between Connell and Kahlotus in Washington, in order to take care of the large crops of the present year. This track, which has not been used for the past four or five years, is about 20 miles in length and runs through the wheat country of Franklin County. This year the farmers have put the whole section in wheat with the result that crops going as high as 45 bushels to the acre have been raised, and it is to take care of this grain that the road is resurfacing the track for the entire distance between Connell and Kahlotus. The O. R. & N. Company has also decided to build a road from Arlington to Condon, in Gilliam County, Oregon. The new line will be about 50 miles long and will tap an important wheat territory.

Boston steamship agents are inclined to take a pessimistic view of the grain situation. Only a handful of grain went to that port under the railroad reduction of April 30 from Buffalo east to the seaboard, which placed the rate on wheat at 4 cents and on corn 3½ cents. Even the further concession on July 1, making the rate for both wheat and corn 3 cents, brought less than 700,000 bushels. The belief that the wheat movement

to Central Machine Works Co., Minneapolis, Minn. Filed Jan. 8, 1904. No. 765,151. See cut.

Issued on July 19, 1904.

Grain Distributer.—August Witterich, Rankin, Ill. Filed Apr. 27, 1903. No. 765,409. See cut.

Issued on July 26, 1904.

Grain Drier.—F. Marion Smith, Chicago, Ill., assignor to Huntley Mfg. Co., Silver Creek, N. Y. Filed Sept. 19, 1903. No. 765,795. See cut.

Automatic Weighing Scale.—Harry Hager, Chicago, Ill. Filed Feb. 25, 1903. No. 765,920.

Automatic Weighing Scale.—Harry Hager, Chicago, Ill. Filed Mar. 8, 1904. No. 765,921. See cut.

Brushing Apparatus for Conveying Belts.—Clarence K. Baldwin, New York, N. Y., assignor to the Robins Conveying Belt Co. Filed Mar. 18, 1903. No. 766,013.

Issued on August 2, 1904.

Grain Weighing and Bagging Scale.—G. H. Bostelmann, Fair Oaks, Ark. Filed Apr. 4, 1904. No. 766,489.

Shaking Grain Separator.—F. Marion Smith, Chicago, Ill., assignor to Huntley Mfg. Co., Silver Creek, N. Y. Filed July 15, 1901. No. 766,538. See cut.

Grain Separator.—William W. Huntley, Silver Creek, N. Y., assignor to Huntley Mfg. Co., Silver Creek, N. Y. Filed Dec. 27, 1898. No. 766,623.

Edwin Beggs will erect an elevator at Maxwell, Ill.

## GERMAN BLACK SEA CONTRACT.

For shipment from the Black Sea, the Danube, and the Sea of Azov, according to the new contract, any single consignment must not be less than 50 tons. The date of the bill of lading is taken as the date of shipment. Advice of shipment must be sent within three days by post or within seven days by wire. The pood (36,112 lbs.) is to be reckoned equal to 16.25 kilos (35.82475 lbs.). The seller, within six days after dispatch of invoice, must send the buyer samples of the cargo afloat. The goods must be delivered in good condition. Damaged goods must be accepted, subject to a rebate to be fixed by the arbitrators. Lighterage due, the fact that the vessel has been unable to reach the port of destination, falls to the charge of the vendor. The insurance policy does not cover weir risks.

The natural weight is to be determined on land at the port of landing by qualified officials. In the case of wheat, rye, barley, oats and buckwheat a diminution of 1 per cent in the weight on the voyage is permissible. A scale of compensation is provided for any deficiency in weight exceeding this amount.

Differences in the quality do not justify the consignee in refusing the goods unless the arbitrators decide in his favor, as they are authorized to do when the minus value is equal to 10 per cent of the price. Samples of the grain are to be taken from the hold and put in sealed bags.

Both parties are required to have representatives at the determination of the natural weights, and must each pay half the cost.

All goods should be of fair average quality, etc., etc.

## SALES OF MACHINERY.

Following is a list of recent sales of machinery made by the Weller Manufacturing Co. of Chicago: Husted Mill & Elevator Co., Buffalo, N. Y., mill and elevator outfit; Weston Grain Co., Weston, Ill., completed elevator outfit, installed through Henderson & Friedline, contractors; John Langer, Eldred, Ill., elevator outfit; State Elevator Co., Durham, Kan., elevator outfit; Arnold & Engeler, Pennville, Ind., elevator outfit; Raabe Bros., Avis, Ohio, elevator outfit; The Peoples Grain Co., Tipton, Ind., elevator outfit; Frank L. Suffern & Co., Decatur, Ill., complete elevator outfit for Cisco, Ill.; A. L. Irwin, Seneca, Ill., elevator outfit; David Stott, Detroit, Mich., complete mill outfit; M. J. Stunkel, Steward, Ill., complete elevator outfit; N. Frye, Lincoln, Kan., complete elevator outfit; The Lytle-Stoppenbach Co., Milwaukee, Wis., complete malt house and elevator outfit for Jefferson Junction, Wis.; N. A. Grabill Co., Daleville, Ind., elevator outfit for Crabbs-Reynolds-Taylor Co., Lapland, Ind.; New Orleans Acid & Fertilizer Co., New Orleans, La., conveyor and elevator outfits; Pacific Elevator Co., Phelps, Kan., elevator outfit; Whalen & Achteburg, Lincoln Center, Kan., elevator outfit; Farmers' Co-operative Association, Cedar Bluffs, Neb., belt conveyors; Levi Johnston, Danvers, Ill., complete elevator outfit.

# For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## FOR SALE.

Feed mill for sale in a live town of 10,000; doing fine business. Reason for selling, poor health. Will guarantee it a good investment.

T. S. ELLIS & CO., Hartford City, Ind.

## BAGS FOR SALE.

10,000 second-hand, 2-bushel grain bags, 10,000 140-pound export flour bags, 5,000 5-bushel oat bags. Cheap.

WILLIAM ROSS & CO., 57 So. Water St., Chicago, Ill.

## BEST BIDDER GETS IT.

Regards our Canadian lands, quite a number have examined same of late. We are going to sell and the best bidder gets it. It is the choicest and cheapest land on the market, so if you want it act quick. Address

W. R. MUMFORD CO., 423-30 Rialto Bldg., Chicago, Ill.



**MACHINERY****FOR SALE.**

One 2-inch Pickering Governor; good as new; cheap. Address

A. H. RICHNER, Crawfordsville, Ind.

**FOR SALE.**

One Oliveys Sieve, Scalper and Grader. Also one No. 2 Little Victor Corn Sheller and Cleaner combined. Both machines good as new.

J. M. HORNING, Greensburg, Ind.

**FOR SALE.**

At a bargain, one 15 to 17 horsepower Pierce Gasoline or Gas Engine with compressed air starter. In first-class condition; used but about six months.

HART GRAIN WEIGHER CO., Peoria, Ill.

**FOR SALE.**

Fifteen and 25 horsepower Atlas Engines and Boilers, complete plants; 8-horsepower portable gasoline, almost new. We sell or exchange new engines anywhere.

WALLACE MACHINERY CO., Champaign, Ill.

**FOR SALE.**

Bargain in a second-hand No. 1 Willford Three-roller Feed Mill, capacity 60 to 75 bushels per hour; in first-class condition. Ask for our list of second-hand machines, pulleys, etc.

WELLS-ABBOTT-NIEMAN CO., Schuyler, Neb.

**FOR SALE CHEAP.**

One 50-horsepower 10x24 Nordberg Corliss Engine; wheel 11 feet diameter, 12 inches face: is practically as good as new. Must be moved by September 1.

F. E. PFANNMUELLER & CO., 733 The Rookery, Chicago, Ill. Phone, 1767 Harrison.

**FOR SALE.**

A Knowles Air Pump and Condenser, with Heater. Two iron band pulleys: 84 in. diameter, 21 in. face, and 6 3/4 in. bore; 72 in. diameter, 21 in. face, 3 15-16 bore. Your price. Address

THE EAST SIDE IRON ELEVATOR CO., Toledo, Ohio.

**SNAP BARGAINS.**

500-bushel Fairbanks Hopper Scales, tested and sealed, at \$75.

9x18, 9x24 Allis Roller Mills.

14x36 Allis Corliss Engine, with or without condenser; 60x18 Boiler, separate or complete.

Gardner & Worthington Steam Pump.

10x14 Centrifugal Pump.

Otis & Allis Heaters from 100 to 1,000 horsepower.

Tanks of all sizes.

Also a full line of mill machinery and supplies. Address

MANUFACTURERS' SUPPLY CO., Minneapolis, Minn.

**ELEVATORS****KANSAS ELEVATORS.**

Elevators for sale in Kansas. Address

E. J. SMILEY, 37 Crawford Bldg., Topeka, Kan.

**ELEVATOR FOR SALE.**

On the Big Four Ry. in the corn belt in McLean County, Ill. Capacity, 25,000 bushels. Handles about 200,000 bushels yearly. No competition. Gasoline, 16 horsepower; all in good condition. Address

R. M. HALL, Downs, Ill.

**FOR SALE OR TRADE.**

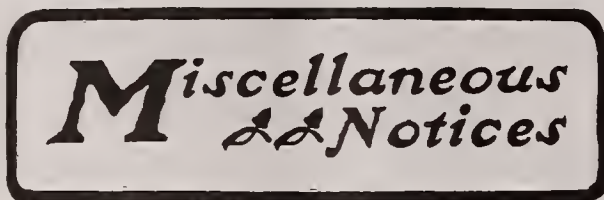
Steel tank elevator, 125,000 bushels' capacity. Fairbanks' Hopper Scales; gasoline engine. Located on Belt Railway, South Chicago. Suitable for mixing house or transfer house. Apply to

L. S. HOYT, 62 Wheeler Bldg., Chicago, Ill.

**SCALES****SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**MAKE YOUR WANT KNOWN.**

There are few mind readers and when you want to convey an idea to a grain shipper or receiver it's best to either put it in type or shout it at him. The "American Elevator and Grain Trade" reaches a large class of readers who will read your wishes if you have them put in type in these columns.

**HELP WANTED****WANTED.**

A young man thoroughly acquainted with the grain elevator business, to take charge of the wheat department. Must be a good judge of grain and understand the manipulation of wheat especially. One who has had experience in the shipping and receiving business preferred. No others need apply. Address:

LEWIS J. BUSE, Auditor, the Union Grain & Hay Co., Cincinnati, Ohio.

**SITUATIONS WANTED****WANTED.**

Experienced grain man desires position buying or selling grain. Highest references. Address

P, 296 East 64th Street, Chicago, Ill.

**SITUATION WANTED.**

By a competent elevator and grain man of 15 years' experience. I am fully qualified to inspect grain and handle an elevator. Or, would accept a position as traveling grain buyer or any position of that kind where a knowledge of grain is required. Address

COMPETENT, Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

**GRAIN WANTED****GRAIN WANTED.**

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

**MONEY IN YOUR POCKET.**

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

**Burlap Bags!! Grain Bags!!**

ALL SIZES MADE TO ORDER

W. J. JOHNSTON, 182 Jackson St., Chicago.

**For Industrial Locations**

In Illinois, Wisconsin, Iowa, Minnesota, Upper Michigan, North and South Dakota, write to W. B. Davenport, Industrial Commissioner, 1329 "The Railway Exchange," Chicago

Chicago, Milwaukee & St. Paul Railway

**ROOFING AND SIDING.****SYKES STEEL ROOFING CO.**

611 So. Morgan Street, Chicago

**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and Metal Roofing For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

**GRAIN RECEIVERS****INDIANAPOLIS****The Wm. S. Gilbreath Seed Co.**

WHOLESALE

FIELD SEED MERCHANTS

INDIANAPOLIS, IND.

Buyers and sellers of Field Seeds will do well to correspond with us; we handle in large quantities:

Red Clover, White Clover, Red Top, Hungarian, Kaffir Corn, Timothy, Alfalfa, Orchard Grass, Dwarf Essex Rape, Peas, Alsike, Blue Grass, Millets, Cane.

Send us your samples or ask for ours

**BATTLE CREEK****McLane, Swift & Co.,**

Buyers  
of

**GRAIN**

Battle Creek,  
Mich.

CORRESPONDENCE FROM EASTERN BUYERS SOLICITED.

**ST. LOUIS****CONNOR BROS. & CO.****GRAIN AND HAY**

ST. LOUIS

MEMBERS OF GRAIN DEALERS' NATIONAL ASS'N

**BRINSON-WAGGONER****GRAIN CO.****RECEIVERS AND SHIPPERS OF GRAIN**

FUTURE ORDERS EXECUTED

ST. LOUIS, MO.

**Daniel P. Byrne & Co.**

SUCCESSORS TO

Redmond Cleary Com. Co.

Established 1854.

Incorporated 1857.

**GRAIN, HAY and SEEDS.**

CHAMBER OF COMMERCE, ST. LOUIS, MO.



## GRAIN RECEIVERS

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ESTABLISHED 1846

**C. A. KING & CO.**

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS  
OF TOLEDO, OHIOSPECIAL MARKET AND CROP REPORTS FREE  
BE FRIENDLY WRITE OCCASIONALLY

WIRE, WRITE OR PHONE US.

**THE RAYMOND P. LIPE CO.**  
HAY AND GRAIN  
TOLEDO, OHIO

TRANSFER WAREHOUSES ON TERMINAL BELT, L. S. &amp; M. S. AND M. C. RAILWAYS

WE SOLICIT YOUR CONSIGNMENTS

**REYNOLDS BROS.**

TOLEDO, O.

**Buy and Sell Grain**

SELL US YOURS

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

J. F. ZAHM F. W. JAEGER F. MAYER

ESTABLISHED 1879

**J. F. ZAHM & CO.**

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Handling consignments and filling orders for futures

OUR SPECIALTY

SEND FOR OUR DAILY CIRCULAR; IT'S FREE

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MINNEAPOLIS,

GRAIN RECEIVERS

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Consignments Solicited.  
MILLING WHEAT A SPECIALTY**E. A. Brown & Co.**  
GRAIN COMMISSIONORDERS FOR FUTURE DELIVERY CAREFULLY EXECUTED  
LIBERAL ADVANCES MADE ON CONSIGNMENTS  
CONSIGNMENTS SOLICITED

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GRAIN COMMISSIONOFFICES: CHICAGO MINNEAPOLIS MILWAUKEE DULUTH  
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**P. B. & C. C. MILES**  
Grain Commission Merchants  
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**T. A. GRIER & CO.**  
PEORIA, ILL.RECEIVERS, BUYERS AND SHIPPERS  
OF WHEAT, CORN, OATS AND RYE

On account of the peculiar character of the season, grain is largely off grade and we advise consignments.

WE GIVE ALL CONSIGNMENTS CAREFUL ATTENTION

A. G. TYNG, Jr.

D. D. HALL

**TYNG, HALL & CO.**  
Grain and Commission MerchantsROOMS 33 AND 35 CHAMBER OF COMMERCE  
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**E. L. ROGERS & CO.**

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GRAIN AND FEED

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I desire to make connections with western dealers who have  
Corn, Oats and Mill Feed to sell to the East  
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**We Want Your Business**

Write for Market Reports

**E. K. Lemont & Son**  
HAY AND GRAIN

482 Bourse Building, Philadelphia

Reference: Centennial National Bank

**L. F. MILLER & SONS,**

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OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED. Special attention given to the  
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COMMISSION MERCHANTS

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CONSIGNMENTS AND ORDERS FOR FUTURE DELIVERY  
SOLICITED. :: LIBERAL ADVANCES ON CONSIGNMENTS**UPDIKE COMMISSION CO.****Grain and Provisions**

No. 120 Rialto Building, CHICAGO

Consignments Given Special Attention

Correspondence Solicited

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SEEDS  
PROVISIONS317-321 Western Union Building,  
**CHICAGO.**

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**Geo. A. Adams Grain Co.**

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Consignments and orders for  
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207 WOOLWORTH BUILDING

LANCASTER, PA.

WHOLESALE

**Grain, Feed, Hay and Straw**



# GRAIN RECEIVERS

## CHICAGO

We say again  
Ship your grain to  
**Van Ness Brothers**  
Chicago Peoria

## WRIGHT, BOGERT & CO. COMMISSION MERCHANTS

Correspondence and Consignments Solicited  
Orders for future delivery carefully executed  
Screenings and Mill Feed  
106, 107, 108 and 119 Rialto Building  
CHICAGO

## CHICAGO

## W. R. MUMFORD CO., GRAIN COMMISSION

CHICAGO: 428-430 Rialto Building. MINNEAPOLIS: 79 Chamber of Commerce.  
KANSAS CITY. ST. LOUIS. MILWAUKEE.  
Liberal advances on Consignments. Orders in Futures solicited  
Cash and Future Market Letter mailed free on application.  
Members of Different Exchanges.

## Constant Attention

TO SHIPPERS' INTERESTS

For satisfactory returns ship to

## Thomas Bennett & Co.

Established 1880  
68 Board of Trade CHICAGO  
Telephone Harrison 1119

## CHICAGO

THOMAS E. WELLS.

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**T. E. WELLS & CO.**  
**COMMISSION MERCHANTS**  
GRAIN, PROVISIONS, STOCKS and BONDS  
1011-1017 Royal Insurance Bldg., CHICAGO

W. M. Timberlake in charge of Cash Grain Department.  
Experienced and capable men in all departments.

RECEIVER  
AND SHIPPER  
**SAM FINNEY**  
COMMISSION MERCHANT  
58 Board of Trade  
CHICAGO,  
ILL.

My personal  
attention given  
consignments.

Your orders  
for cash and  
futures solicited.

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Buyers and Shippers of Grain,  
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OPERATING  
HAWKEYE ELEVATOR "A," HAMMOND, IND.  
HAWKEYE ELEVATOR "B," DAVENPORT, IOWA.

GEN. OFFICE: EXCHANGE BLDG.,  
U. S. YARDS.

## J. ROSENBAUM GRAIN CO.

(INCORPORATED)

GRAIN MERCHANTS  
CHICAGO

## Mueller & Young Grain Co.

RECEIVERS AND SHIPPERS.

BARLEY AND OATS A SPECIALTY.

2 SHERMAN ST.,

CHICAGO.

Write for my  
**"Grain Trade Talks"**  
**Edward G. Heeman**  
GRAIN AND PROVISIONS,  
STOCKS, BONDS, COTTON AND COFFEE.  
199 LaSalle St., Ground Floor, Home Insurance Bldg.  
Member Chicago Board of Trade. CHICAGO

COMMISSION MERCHANT ONLY,  
Doing no trading whatever on my own account, which enables me  
to judge the market from an unbiased standpoint.

All business transacted through and confirmed by Chas. W. Gillett & Co. } Consignments of cash grain and orders in futures have my personal attention.  
My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post and Chicago Journal. Will send either paper free to customers.

## Troubles Behind and Money Ahead

BY SHIPPING TO

## RECEIVERS LASIER & HOOPER SHIPPERS

102 and 103 Rialto Building, Chicago

## E. W. WAGNER,

MEMBER CHICAGO BOARD OF TRADE.

PERSONAL ATTENTION GIVEN

Speculative Accounts  
and Consignments.

Market letter mailed free on application.

99 Board of Trade Bldg., Chicago, Ill.

*Baker & Traxler*  
COMMISSION MERCHANTS  
SHIP YOUR GRAIN AND SEND YOUR  
BOARD OF TRADE ORDERS TO US.  
WITH NASH-WRIGHT CO.  
514-519 Rialto Bldg., Chicago

J. H. WARE E. F. LELAND  
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Consign your grain and seeds and send your  
Board of Trade Orders to  
**WARE & LELAND,**  
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GRAIN, PROVISIONS,  
STOCKS AND COTTON.  
Write for our Daily Market Letter.  
Your interests are our interests.  
Special attention given to cash  
grain shipments.



# GRAIN RECEIVERS

## CHICAGO

AUTHORIZED CAPITAL \$500,000.00

### The Calumet & Western Elevator Company GENERAL GRAIN HANDLERS

Careful Attention Consignments and Future Orders  
"Chicago Evening Post" containing our daily market letter mailed you if desired.

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### WARNER & WILBUR, GENERAL COMMISSION MERCHANTS

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62 Board of Trade

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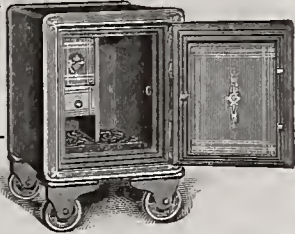
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**\$23.95** buys this 875-pound HIGHEST GRADE FIREPROOF SAFE (guaranteed). Equipped with genuine Yale triplex, combination lock; finest construction throughout. Dimensions: Outside measure, 37x24x22 inches. Inside measure, 20x15x13 inches. Arrangement

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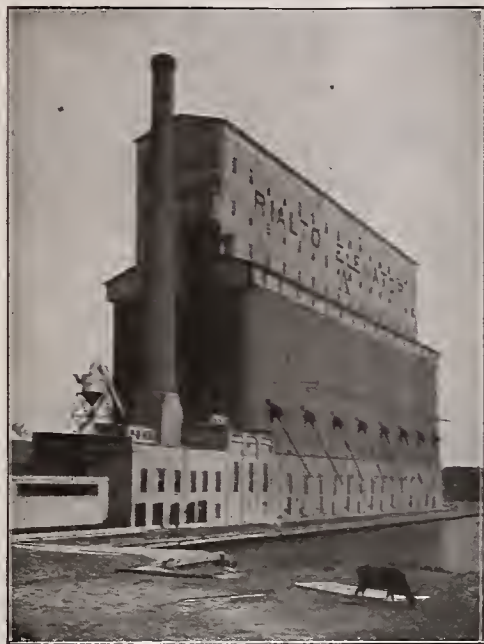
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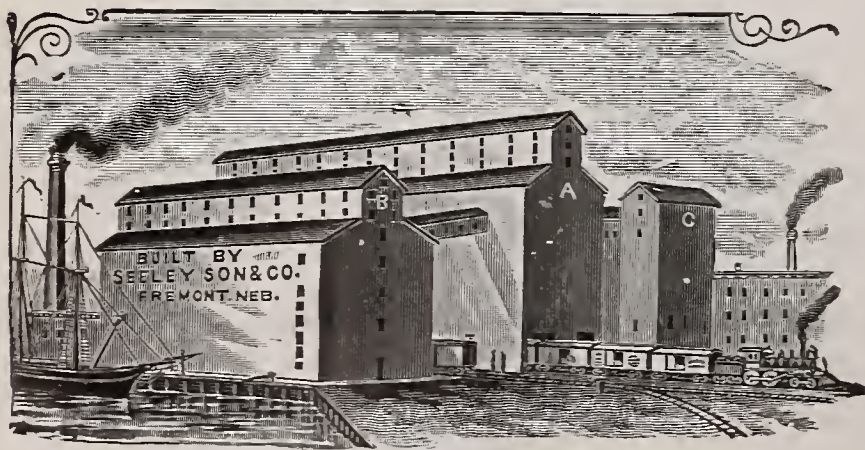
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UNION ELEVATOR, East St. Louis, Ill.....	1,100,000
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IN STEEL, WOOD, CONCRETE or TILE

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Elevators built in either steel, wood or combination  
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Write for my late Illustrated Catalogue on Grain Elevators. It will interest you. Correspondence solicited.

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give PERFECT  
SATISFACTION

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Fireproof storage capacity 250,000 bushels.  
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We are prepared to use all of the various kinds of elevator construction, but  
recommend our special construction known as the Record-Johnson System Patent  
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by the following patents and which we have exclusive control: Patents Nos.  
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The following is a partial list of owners and capacity of plants which we have built in the last  
four years under these patents:

	Bushels.		Bushels.
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St. Anthony Elevator Co.,	2,200,000	Canadian Northern Ry. Co., Port	
North Star Malting Co.,	500,000	Arthur,	2,250,000
Victoria Elevator Co.,	250,000	David Stott Milling Co., Detroit,	200,000
Friscio Ry. Elevator, Kansas City,	700,000	Pabst Brewing Co., Milwaukee,	250,000

We have under construction at the present time the following plants:

Schlitz Brewing Co., Milwaukee,	550,000	Texas City Imp. Co., Texas City, Tex.,	500,000
Washburn-Crosby Milling Co., Buffalo,	300,000	Millbourne Mills Co., Philadelphia,	200,000

The following are a few of our largest wood-constructed elevators:

Calumet Elevator, Chicago,	1,000,000	Maple Leaf Elevator, Kansas City,	1,000,000
Minnesota Annex, Chicago,	1,000,000	Burlington Elevator, St. Louis,	1,000,000
C. St. P., M. & O. Ry. Co., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal,	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & West. Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
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vator have it designed by the

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We will be pleased to send you plans,  
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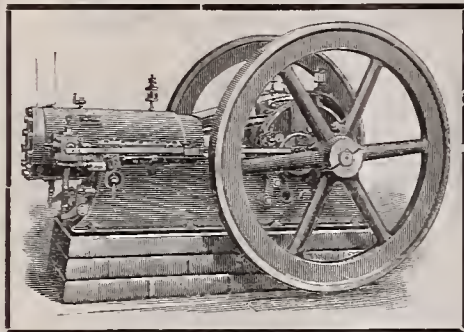
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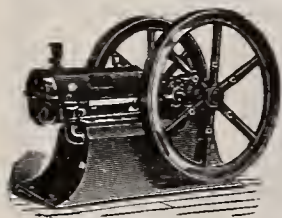
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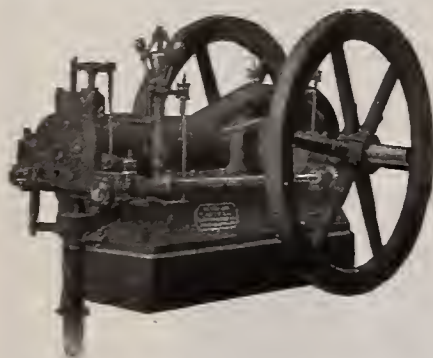
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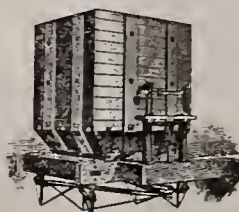
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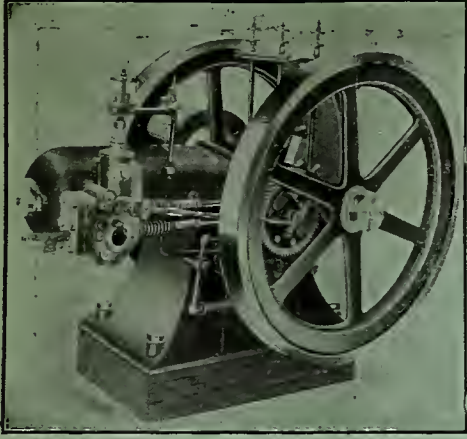
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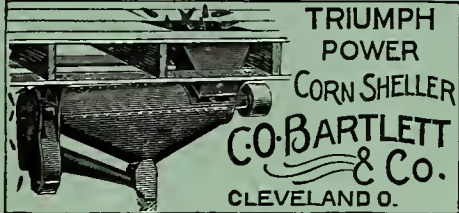
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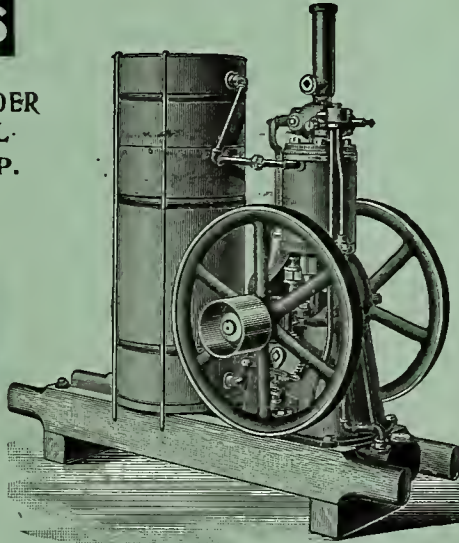
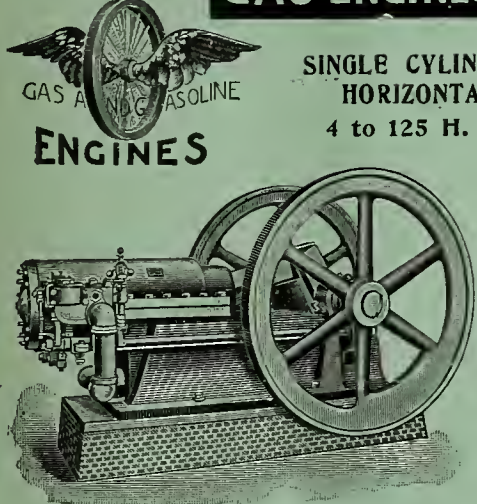
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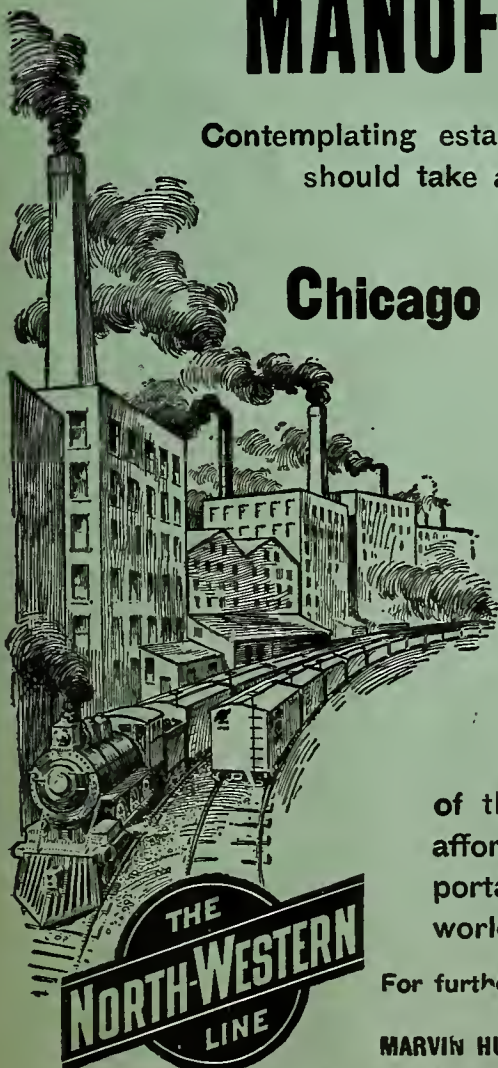
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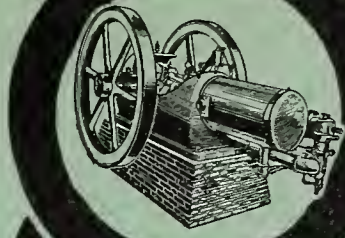
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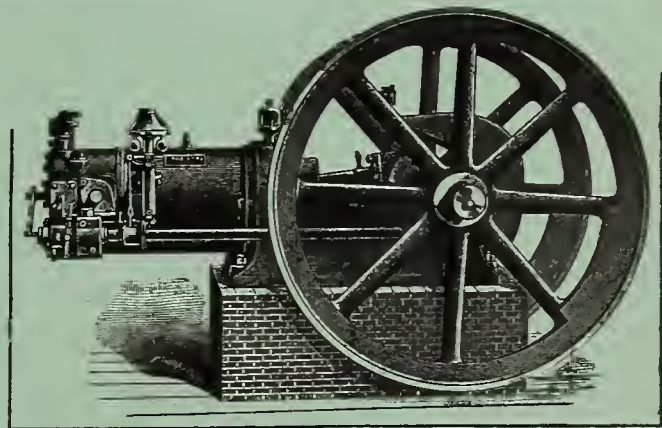
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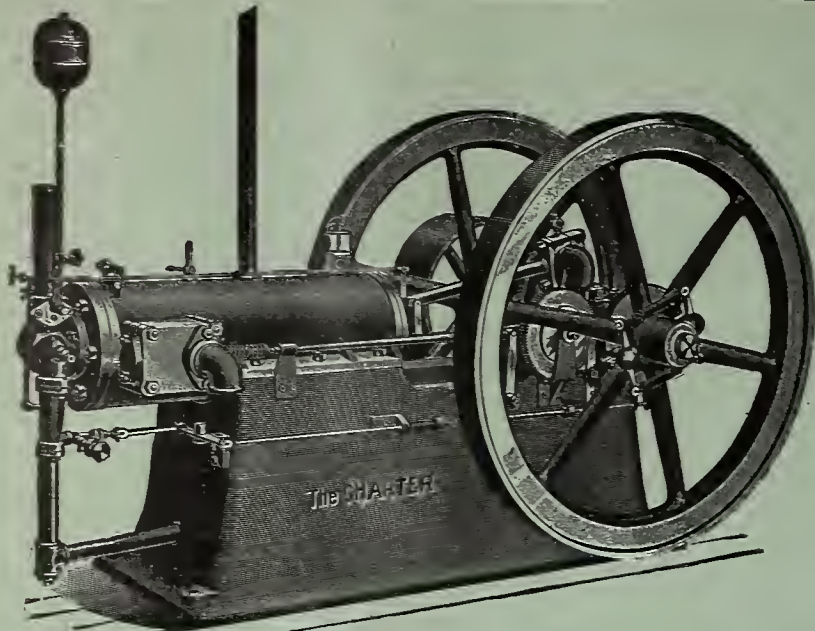
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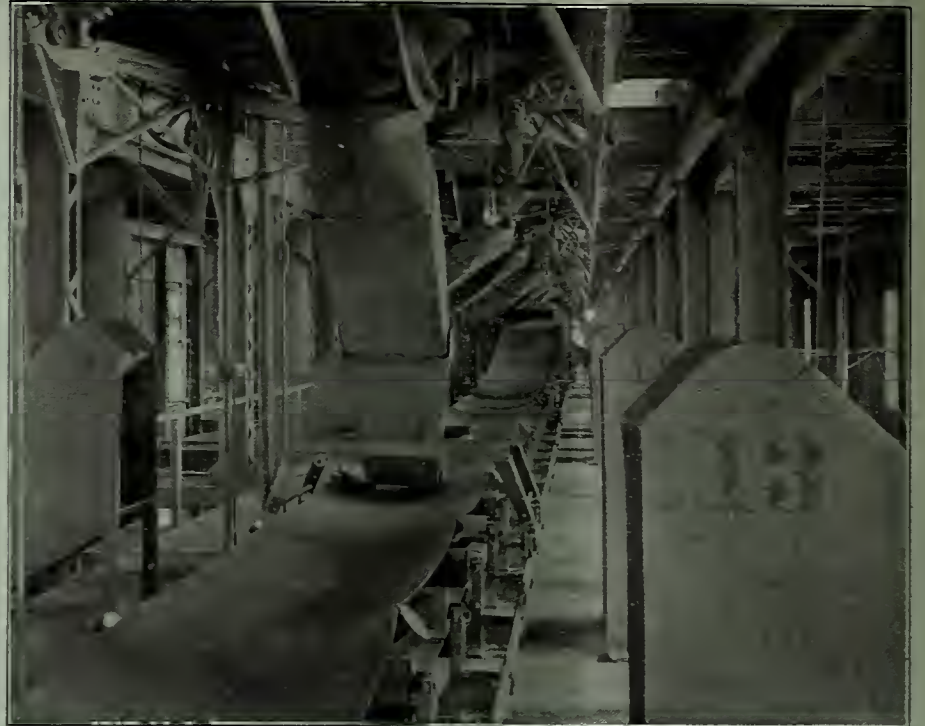


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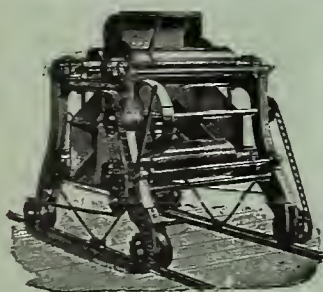
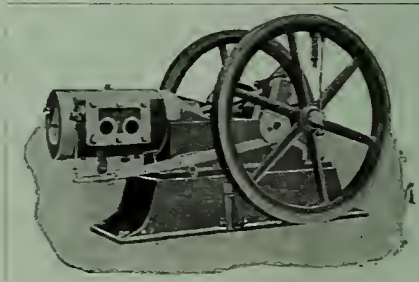
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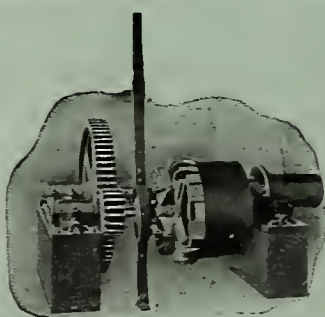
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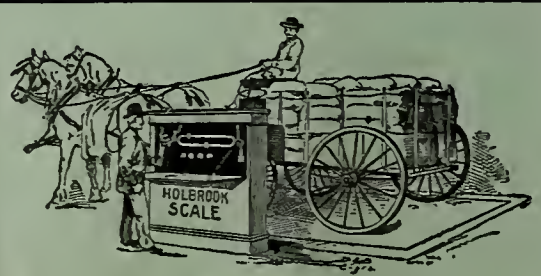


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